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| **CIMA Qualified Technology focused Senior Finance/Data Interim** I help clients to better understand their customers, their profitability and provide actionable insights, for their greater success. Superior analytical, problem solving and system skills, with a wealth of commercial skills acquired across a wide range of roles with experience within both private and public sectors.Passionate about providing key insights and relevant performance information. Hands-on, strategic, and operationally focused business partner that encourages and supports all positive change initiatives; collaborating widely at all levels, and always seeking ways to be more efficient and effective. |

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| **Key Skills:*** Budgeting / Forecasting
* Business Planning
* Database Development
* Data + Financial Analysis
* Financial Management
 | * Financial Modelling
* Key Performance Indicators (KPIs)
* OLAP Cubes
* Performance Management
 | * Process Improvement
* Project Accounting
* Report Writing
* Systems Implementation
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| **IT Skills:**  **Accounting*** Microsoft Dynamics AX
* Oracle
* Sage Line 50
* Cost Point (Deltek)
* CS/3 (Sage)
* Hyperion Essbase
* Hyperion Retrieve & Analyst (BRIO)
* Comshare *(Consolidation software)*
* Unit 4 Business World (Agresso)
 | **Database/Reporting*** MS Access (developer)
* AS400 querying via SQL and MS Query
* SAP Business Objects
* Cognos Impromptu
* PowerOLAP (TM1 alternative)
* LENNON (UK Rail Settlement)
* Agresso / Excelerator Reports
* Metapraxis
* MicroStrategy Desktop
* Power BI
* Tableau
 | **MS Office/Other*** Excel –Advanced
* Access
* SharePoint
* Word
* PowerPoint
* OpenOffice / LibreOffice
* Microvision (demographics)
* Linux OS – Ubuntu/Mint
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| **Key Career Achievements*** Analysed customer profitability to clarify the true profit margins and contributions after factoring in retros and allocated warehousing and distribution costs. This resulted in the termination of our contract with our biggest customer. Although they generated £4.6m in turnover, they were only contributing £134k (3%).
* Initiated a product range rationalization program and re-categorization of the product range. Resulting in the strategic decision to exit greeting cards, and a reduced number of core product lines/preferred suppliers.
* Initiated a weekly over-run report concerning fixed price engagements for the North American unit - this drove down the number of engagements in over-run status from $2m to <$1m within four months.
* Successfully consolidated the global reporting of project margin reports, from each of the 3 different accounting systems from each of the geographic regions of the group.
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| **Current Role/Status:**2014 to date: Director (Financial Consultancy, Zenocious)* Since 2014, have operated as an Independent Contractor, completing assignments for clients such as CBT Clinics, Northgate PLC, WSP and Bettys & Taylors Group. Below is a list of example assignments completed over this period [as well larger assignments from permanent career] (in no particular order, and not all are listed).

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| **Selected Contract Assignments:****CBT Clinics Group: FP&A Project: Interim FP&A Manager (8 months)*** Set-up the FP&A outputs of the newly established Group. Creating the Month End Finance Performance Packs to be used by both companies in the Group and consolidated these into a single pack that then fed into the CFO inputs of the Board Packs.
* Maintained and updated the Finance Model in terms of projected referrer performance and cost forecasts, having held commercial pipeline meetings with the Account Management and Commercial teams.
* Supported the integration of the Moving Minds business into the monthly reporting obligations of the Group, and prepared the FY20 Group Budget template models and analysis, providing the final outputs for the investors.
* Developed and updated the capacity planning models for both companies, liaising with HR and the Operations teams.
* Various ad hoc analysis as required by the CFO, the investors and the wider business, and the researching and recommendation of potential suppliers for a new budgeting and forecasting tool.

**Northgate PLC: Commercial Analysis: Interim UK Commercial Analyst (12 months)*** Through the manipulation of large datasets and use of Business Intelligence tools I helped to improve the reporting landscape and add value to Northgate’s decision making by slicing up the data to understand operations better.
* Marginal ROCE Analysis for Group CEO - major project looking into the current mix of business generated by entirely new customers, by new business with additional vehicles added to existing accounts and retained business where it was necessary to reduce price due to competitive pressure.
* Prepared the data for the Year End/Half Year Margin Walk Model:
* Extracted the raw data from OLAP cube queries and combined the monthly depreciation charges per vehicle from Accounting. Sliced the data by sales channel, customer group, vehicle group and product.
* Key metrics could then be derived: Revenue, VOH, Implied Weekly Hire Rate, Allocated Depreciation, Weekly Depreciation charge, Implied Rental Margin (depreciation only), Implied Rental Margin Rate%.
* Due to the large data set involved I built the necessary database and queries to enable this. There were reconciliation adjustments needed to ensure that the revenue tied back to the reported P&L and the assigned depreciation figures needed grossing up to reflect the full cost rather than what had simply been assigned based on days on hire.
* The final output of the model was two waterfall charts illustrating the margin walk between the ten variables and their impacts between the opening and closing time periods.
* Defleet Form SharePoint Development: - As part of a collaboration project between Business Intelligence, Finance, Asset Management and Sales I streamlined the Defleet process by creating a SharePoint site using the newer version available in Office365 which could be updated behind the scenes using MS Access and some append/update/delete queries. This enables Northgate to engage better with its customers, determine upcoming procurement requirements and be more aware of future disposals as the relevant information is all in one place.
* Carried out a review of best practice KPIs for the Rental Industry leading to the recommendation that Northgate use the Financial Utilisation metric in addition to physical utilisation, as well as apportioning the fleet between a “Base” fleet, “New” fleet and “Defleeted” for performance reviews.
* Monthly Depreciation Margin Analysis Report – In light of increasing vehicle costs, and a changing product mix, Group Finance requested the development of a new monthly report that enabled a better understanding of the monthly margin movements. In ensuring to consider the following variables: Sales Channel, New vs Existing Customers, New vs Existing Reservations, I created a report that enabled key metrics (Vehicles on Hire, Average Weekly Hire Rate, Average Purchase Cost of Vehicle, Average Assigned Depreciation, Average Depreciation Rate%, Average Weekly Depreciation Rate before Utilisation adjustment, Average Weekly Depreciation Rate post Utilisation adjustment, Average GM% based on Existing Vehicles) to be shown and variances derived.
* Involved in key business projects by providing analytical support and assistance for various adhoc requests.

**WSP: Commercial Analysis: Interim Data Analyst (4 months) + (6 months)*** Prepared weekly utilisation and missing timesheet reports by person and by discipline; creating an additional utilisation report in relation to all employees earning >£70k. Updated KPIs and Key metrics on Metapraxis the Management Dashboard on a weekly / monthly basis.
* Produced monthly Key Client reports relating to Platinum / Gold / International customers, Industry Sectors and Discipline Key Clients. These reports focused on Net Revenue / Direct Labour / Multipliers / Work in hand / Prospects / Debt and Work in Progress.
* Created new dashboards and reports relating to Services and Local Government clients.
* Introduced a new control process to ensure that the Net Revenue and the Direct Labour numbers from Agresso tied out to those being reported in HFM (Hyperion) and ensured that the Key Client mappings were kept up to date.
* Created Agresso / Excelerator Reports – to simplify and speed up the reporting process with faster data extraction, as well as refining the monthly reporting process to reduce the size of the data files, and the steps in the process.
* Prepared Ad hoc reports concerning such matters as training utilisation; excess hours; mileage reports and overall travel sustainability reporting.
* Tested the new online forecasting tool in time for the upcoming quarterly forecast and annual budget.

**Capita PCSE: FP&A Project: Interim Commercial Finance Manager (5 months)*** Managed the Excel monthly forecast to be loaded into Axiom, with particular focus around the staffing levels by work stream, modelling these to the latest operational projections.
* Pulled together the 2017 Business Plan Pack by consolidating the various inputs from Axiom, the Excel working file and inputs from the Finance Director and Commercial Director.
* Prepared the NHS Quarterly report to strip out internal Capita profit margins to be presented to NHS England.

**Bettys & Taylors Group: Report Development: Interim Business Objects Consultant (4 months)*** Designed a suite of Business Objects reports based upon newly installed Sales Planning software Exceedra. This assisted the Sales Team with their retailer joint business planning.
* Liaising with Head of New Product Development, devised suitable reports showing projected sales and contribution of new product lines to key customer accounts on a year-to-date and year-to-go basis, and provided a comparison to budget/latest quarterly forecast.
* Created reports for the Commercial Finance Team from both a product line and customer group perspectives; enabling comparisons to last year, the original budget, the latest quarter forecasts, and closed period end forecasts.

**New Day: FP&A Project: Interim Senior Commercial Analyst (4 months)*** Consolidated annual budgets and reporting process in collaboration with the Directors of Financial Control and Senior Management
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| **Contract Summary / Career Experience:** * 07 2019 to 03 2020: CBT Clinics Group: FP&A Project: Interim FP&A Manager
* 02 2019 to 06 2019: Aston Barclay: Interim Financial/Cash flow Accountant
* 01 2018 to 01 2019: Northgate PLC: Interim UK Commercial Analyst
* 03 2017 to 06 2017: WSP: Interim Data Analyst
* 10 2016 to 02 2017: Capita – PCSE: Interim Commercial Finance Manager
* 03 2016 to 08 2016: WSP: Interim Data Analyst
* 04 2015 to 07 2015: Bettys & Taylors Group: Interim Business Objects Consultant
* 11 2014 to 02 2015: New Day Ltd: Interim Senior Commercial Analyst
* 02 2012 to 06 2014: NHS Blood and Transplant: Senior Financial Analyst
* 08 2011 to 10 2011: The Higher Education Academy: Head of Planning
* 06 2011 to 07 2011: The Higher Education Academy: Business Analyst
* 01 2011 to 04 2011: Diebold: Senior Business Analyst
* 12 2009 to 11 2010: Northern Rail: Revenue Development Manager
* 06 2009 to 10 2009: JobCentrePlus: Interim Finance Manager
* 02 2009 to 04 2009: Lloyds Banking Group: Interim Business Partner/Planning
* 01 2007 to 12 2008: J A Magson Ltd: Finance Business Analyst
* 08 2005 to 04 2006: Gartner: *(Arlington, VA, USA)* Finance Business Partner
* 09 2002 to 07 2005: Headstrong Inc.: *(Fairfax, VA, USA)* Senior Financial Analyst
* 06 2000 to 08 2002: Headstrong Inc. (*Fairfax, VA, USA)*: Project Analyst
* 02 1998 to 06 2000: Headstrong UK: Project Accountant
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| **Education & Memberships:*** CIMA – Chartered Institute of Management Accountants – CGMA/ACMA
* BSc (Hons) Accounting (2:1) University of Hull
* 3 A levels and 9 GCSEs
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