

## Business Unit Controller Profile

Trusted financial partner and advisor continually pursuing advanced knowledge of industry trends and technologies to improve processes and deliver efficient, accurate insights underscoring business growth. Detail-oriented problem solver with passion for optimizing solutions to challenging issues through creativity, collaboration, and persistence. Record of building and fortifying accounting and analytics departments, leveraging emotional intelligence and communication skills to generate highly engaged teams and fruitful cross-departmental relationships.

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### AREAS OF EXPERTISE

- Strategic Planning Support
- Value-Added Business Analysis
- Accurate Budgeting & Forecasting
- Financial & Operational Metrics
- Cross-functional Team Liaison
- Project Management
- Deal Modeling & Negotiation
- Predictive Analytics & Reporting
- P&L Management
- Monitoring Working Capital
- Periodic Business Unit Reviews
- Process Improvement

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### PROFESSIONAL EXPERIENCE

#### 4 Hands Brewing Company, St. Louis, MO CONTROLLER

2019 – Present

Drive financial decisions, help implement internal controls and spending policies, and negotiate all major contracts. Create and review monthly financial package for presentation to CEO and outside owners. Support product and taproom expansion by evaluating profitability, market data, and other critical factors. Inspire accounting team through coaching and mentoring, transparent policies, and performance reviews. Nurture outside professional relationships with banking, insurance, and accounting partners, collaborating with top 5 accounting firm to navigate internal search process and produce valuation for potential acquisition. Utilize machine learning (ML) techniques to analyze product and sales data.

- Elevated efficiency, productivity, and profitability by digitizing recordkeeping, establishing sales incentive and bonus structure, building data pipelines to monitor manufacturing, inventory, sales, and building analytics department.
- Slashed costs by \$250K/year by reviewing keg rental contracts and implementing efficient buyout plan.
- Boost revenue by up to projected \$350K in 2022 by conducting sales optimization and sensitivity analysis for price increases and new products alongside corresponding production optimization strategies.
- Negotiated letter of intent (LOI) to obtain \$860K up-front from developer and white box / tenant improvements for \$700K, limiting borrowing total to less than \$500K for expansion and securing lower rates per square-foot.
- Saved \$10K in up-front costs and lowered credit card fees by 1% (~30K/year) by thoroughly researching POS vendors for future taprooms and favorably negotiating contract.
- Coordinated with external software companies to enhance reporting efficiency and alignment with GAAP.
- Created calculation for overhead rates for various revenue streams, unlocking revenue bump from strategic implementation of expansions for most profitable business sectors.

#### Quorum Consulting, LLC, Springfield, IL CFO / CONTROLLER CONTRACTOR

2017 – 2019

Provided excellent value by driving accounting and finance function for various small businesses, manufacturing companies, and non-profits in outsourced capacity. Performed month-end close, prepared financial statements, and produced tax returns for diverse entities. Generated trust among leadership teams by regularly reviewing financial data and control environment, recommending improvements to mitigate risks, and providing data-driven advice on accounting matters, like taxes and payroll.

- Implemented inventory management controls to ensure appropriate cost allocation underscoring better understanding of profitable sectors.
- Created internal controls for non-profit client and reconciliation practices to remediate internal software issues.

- Recommended business structure and headquarter location change for multi-state marijuana consulting company to take advantage of nexus and new tax law changes due to Tax Cuts and Jobs Act (TCJA).

**Varsity Tutors**, Greater St. Louis Area, MO

2016 – 2017

**SENIOR ACCOUNTANT**

Spearheaded month-end close of financials, prepared financial statements for management and outside auditors, and trained accounting staff on cash reconciliations, accounts receivable, and accounts payable processing. Leveraged advanced knowledge of Excel (macros, spreadsheet linking) to accurately calculate complex, tiered sales commissions for team of up to 200 and more efficiently manipulate data while pulling weekly sales numbers from Braintree accounting software.

- Reviewed and streamlined sales process within company's proprietary software, training end-users on proper entry procedures to increase productivity and reduce errors.
- Handpicked to head new product implementation, requiring cross-collaboration with accounting, sales, and software development teams.

**Brown Smith Wallace | Kerber, Eck, & Braeckel LLP**, Chicago, IL

2013 – 2016

**CPA**

Audited various entities across manufacturing, alternative energy, insurance, and government sectors. Prepared audit work papers for compilation and review engagements. Compiled financial data for clients, prepared pro-forma financial statements, and performed benefit-plan and payroll audits.

*Served as Infantry Soldier in the U.S. Army (2005 – 2008). Honorable discharge.*

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**EDUCATION**

**BACHELOR OF ARTS – PHILOSOPHY**

*College of Charleston*, Charleston, SC, 2011

**Accounting Coursework for CPA Exam**, University of Illinois at Springfield, Springfield, IL (Passed exam in 2015)

**TECHNICAL PROFICIENCIES:** MS Office Suite (Advanced Excel) | NetSuite | Sage | QuickBooks | Trinerigy | Braintree | Python | Pandas | Scikit Learn | Numpy | Seaborn | Tableau | Git