

Benjamin Franklin

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Highly driven professional seeking a challenging director or vice president position that will allow me to add value to the organization. Proven track record of adding value to organizations while taking on significant and increasing responsibility. Superior analytical skills, business acumen, and systems knowledge coupled with being adaptable to new situations and learning new responsibilities quickly. Provide accurate and timely performance and the ability to interact with and influence senior management on a daily basis.

PROFESSIONAL EXPERIENCE

BOSTON MGT GROUP Boston, MA – *Management & Finance services to startups and C-Level executives worldwide. Specializing in biotech, hedge funds, venture-funded firms, travel & aviation, and retail import/export.*

President & CEO (January 2007-Current)

- COO outsourcing: construct business plans, define HR, finance, and accounting policy & strategy
- Build FP&A departments: (Idera) assessment, modeling & analytics creation, employee training, implementation
- Implement and train employees on software packages and build custom analytics & models
- Perform business valuations, foreign exchange hedge modeling, and risk assessment

FELCO, INC. Rockland, MA – Consulting Engagement (July 2005-December 2006) *\$13.5B Biopharmaceutical firm*

Finance Manager – *Clinical Development* (May 2006-December 2006)

Finance Manager – *Discovery* (March 2006- December 2006)

- Operated complete planning and analysis functions under GAAP, signed & locked monthly & quarterly P&L's
- Accurately managed highly variable discovery (\$28.2M) and clinical (\$38.4M) budgets to target for 2006
- Meet daily with clinical trial & discovery teams to create budget, monitor viability of operational strategy, and propose & implement new strategy while maximizing efficiency of FP&A function
- Executed start-to-finish budgeting for 15+ departments, long range plan, systems integration & consolidation
- Performed financial due diligence on potential acquisition targets
- Reviewed financial accuracy of all clinical trial and research related contracts and give signature approval
- Influential member of Serono Research Institute, Inc. Senior Management Team
- \$100,000 Signature Authority for all operating & capital expenditures

Senior Financial Analyst – *Metabolic Endocrinology Sales & Marketing Unit* (July 2005-March 2006)

- Created & implemented advanced financial reporting to help senior management make informed decisions
- Led monthly operating expense review meetings with product managers, directors, VP's & controller
- Aided in assuring SOX 404 compliance, remediation, and testing

INNOVATIVE GROUP R&R Cairo, Egypt – *Provides customized training courses to multinational firms*

Senior Trainer (September 2003-July 2004)

- Delivered interpersonal skills, problem solving & negotiation training to managers of multinational organizations
- Developed and customized training courses in financial analysis, interpersonal skills and six sigma
- Became proficient and dynamic public speaker

COAST MANAGEMENT Santa Monica, CA – *Hedge fund with over \$4 billion under management*

Fund Accountant (February 2003-September 2003)

- Provided timely, accurate, and complete accounting and trade reconciliation for 6 hedge funds (funds used options, convertibles, swaps, futures) and 3 mezzanine-based bond offerings, \$600 million in total assets
- Prepared schedules and aided in completing NAV's that were distributed to clients and used in audits
- Analyzed hedging strategies and fund performance trending

AMERICAN FINANCIAL Phoenix, AZ

Financial Analyst II (March 2001-June 2002)

- Prepared over \$150 million in 9/11 insurance claims, withstood audits, and claim was footnoted in annual report
- Developed policy and managed project, analysis, accounting, and audit for \$250+ million 9/11 disaster recovery
- Produced and analyzed divisional P&L reports for two \$3 billion units
- Reconciled numerous bank and non-bank accounts, successfully passing internal and external audits
- Accurately performed full-cycle month end close in large and small business units & met all deadlines
- Built Visual Basic programs to streamline processes, decreasing monthly close workload by 39 hours per month

LOCALDIAL, INC. Portland, OR – \$40 million Seattle-based firm providing voice-over-IP services
Financial Analyst (May 1998-March 2001)

- Researched competition's products and gave go or no go recommendations to open new markets
- Analyzed financial statements to aid in establishing enterprise value
- Consulted with executives in raising \$1 million of Series B venture capital

EDUCATION

MASSACHUSETTS COLLEGE –SCHOOL OF MANAGEMENT – Chestnut Hill, MA
Master of Science - Finance Graduated: August 2005 GPA: 3.57

ARIZONA UNIVERSITY – MICHAELS HONORS COLLEGE – Tempe, AZ
Bachelor of Science - Finance Graduated Cum Laude: May 2000 GPA: 3.44

TECHNICAL SKILLS & EXPERTISE

Advanced knowledge of Excel, Word, PowerPoint, Access, Front Page, Project, Visio, Visual Basic, Bloomberg, and numerous ERP and Data Warehouse packages including Oracle, AS/400, Hyperion Essbase, Planning, and Enterprise, Cognos, MAS 90, Peachtree, Crystal, QuickBooks, and Temtec Executive Viewer (OLAP).

- Advanced Financial & Strategic Analysis & Modeling
- Cost Accounting
- Dynamic Budgeting & Forecasting
- Public Speaking & Presentation to Senior Management
- Training, Development, Mentoring
- Derivatives, Financial Engineering
- Private Equity/Venture Capital
- Mergers & Acquisitions
- Strategic & Operational Management
- Process management and improvement
- GAAP, Consolidations & Audit
- Disaster Planning & Recovery
- Sarbanes-Oxley 404 (SOX)
- In-depth industry knowledge: biotech, hedge fund, financial services, travel services, consulting
- Hedge Accounting FAS 133
- Advanced Financial Statement Analysis
- Capital & Currency Markets

LANGUAGES

-English: Native **-French:** Excellent **-Arabic:** Intermediate

AFFILIATIONS

- Arizona State University Business Honors Program
- Golden Key National Honor Society
- Gamma Beta Phi Society

ACHIEVEMENTS

- Completed Honors Thesis: *Save 2004: The End of the NHL?* with a grade of 'A'
- Examiner on thesis defense: "Strategies for Marketing Video Games for Internet Delivery" June 2006

REFERENCES

-Available upon request