

Running Resumes

617-456-7890

Thomas Jefferson

EXPERIENCE

1/07 – present

THE WILSON COMPANY

Stratham, NH

Principal Financial Analyst, Financial Planning & Analysis US Wholesale

- Developed customer database within Microsoft access that has allowed management a higher level of visibility to product related sales, margins, and required SR&A investment degrading overall margins
- Established and maintain a business intelligence process to analyze and communicate operating performance against internal targets to senior management on a weekly basis.
- Drive the monthly forecast, annual budget and LRP processes working as a liaison between product management, sales planning and corporate FP&A in the development of P&L targets, product mix, and customer channel strategy
- Created a more quantitative order pool analysis using correlations models that takes into account strategic initiatives and possible affects on order bookings and at once booking dollars
- Provide adhoc analysis to Off-Price sales team in an effort to control inventory levels while maintaining revenue and margins
- Provide senior management with analysis of exposures related to revenue fluctuations and the affect they have on out quarter discount, returns, and SR&A reserve expenses.
- Work with sales planning and credit to cost seasonal discount programs across strategic and independent accounts
- Instituted quarter financial review of financials by product, customer, and channel which has lead to distribution and product mix adjustments netting savings within SR&A

4/04 – 12/06

MIRO SCIENTIFIC INTERNATIONAL INC.

Hampton, NH

Financial Analyst, Consolidations

- Acted as lead consolidations analyst for over 180 business units both international and domestic
- Performed adhoc analysis for Director of FP&A and Corporate Controller in regard to cash flow forecasting, profit in inventory, commodity exposures/suggestions for subsequent derivative transactions to cover
- Acquired indebt knowledge related to Hyperion Enterprise leading to an administrative role in the development and management of all database applications
- Lead analyst in the integration of Fisher Scientific and Thermo Electron's Hyperion Enterprise Financial reporting systems
- Developed financial models to ensure accuracy of financial data in the roll up of a consolidated financials
- Provided analytics in reference to integration costs/savings from the acquisition and divestiture of businesses

2003 - 2004

FINN ASSET MANAGEMENT, Investment Accountant

Boston, MA

- Executed daily stock, bond, mutual fund and options trades within client accounts
- Evaluated the performance and strategic positioning of portfolios in relation to benchmarks
- Prepared valuation models for strategic trading initiatives being explored to enhance overall value of portfolios

2000 - 2003

STATE STREET BANK, Sr. Account Controller Emerging Markets

Boston, MA

- Developed pricing and performance analysis skills within market group which increased pricing accuracy from 82% in previous year to 98% the following year
- Established a performance matrix and portfolio balancing strategy to meet requirements of institutional investor
- Worked as a liaison between SSGA and emerging market sub custodial banks to ensure the timely and accurate pricing of 30 aggressive growth mutual fund portfolios
- Interacted with trading desk, corporate actions, data management, and client service departments with respect to account discrepancies to guarantee proper pricing applications

EDUCATION

2006 - 2009

SOUTHERN MANCHESTER UNIVERSITY

Manchester, NH

Master of Business Administration, May 2009

1996 - 2000

COLBY COLLEGE

New London, NH
