

EVP, FINANCE & ACCOUNTING

Visionary leader with success in building high-performance teams, devising financial strategies, and streamlining accounting functions to propel business growth for multimillion-dollar organizations while significantly reducing cost, ensuring operational excellence, and consistently setting/achieving KPIs.

Turnaround specialist with a record of transforming a loss-making company into a highly profitable business along with a history of spearheading successful sale of company for \$100MM. Known for elevating revenue from zero to \$22MM as well as driving \$12MM cost savings by providing financial and operational leadership. Recognized for managing P&L aspects, administering budgets, generating accurate business forecasts, optimizing cash flows, creating financial reports, and managing tax/audit functions. Reputation for proposing effective strategies that enable more than 30 small and mid-size businesses (\$5MM-\$55MM) to attain long-term financial stability and growth.

Technical Proficiencies: Microsoft Office Suite (Word, Excel, PowerPoint), Microsoft Teams, Microsoft Power Apps, Microsoft Dynamics, Adobe Acrobat, SAP ERP, ALERE ERP, NetSuite ERP, Google Analytics, Canopy, QuickBooks

Core Competencies

<ul style="list-style-type: none">Financial Planning & AnalysisP&L ManagementMergers & Acquisitions (M&A)Tax & Auditing OversightChange ManagementMetrics & KPIs Development	<ul style="list-style-type: none">Accounting OversightBudgeting & ForecastingFinancial ReportingCash Flow OptimizationProcurementContinuous Process Improvement	<ul style="list-style-type: none">Team BuildingStaff Mentoring/DevelopmentOperational PlanningRisk ManagementBusiness DevelopmentLean Six Sigma Methodologies
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Executive Performance Highlights

- Transformed loss-making company into a profitable business by formulating financial and operational strategy as well as developing control systems to preserve and grow company assets.
- Drove \$12MM+ in cost savings in a 12-month period.
- Supported 30+ small and mid-size businesses (grossing between \$5MM-\$55MM) in achieving financial stability and business growth by delivering strategic consultation.
- Determined overall performance and managed business growth by setting and achieving unprecedented KPIs (scorecard, lead activities, core performers, top-down goals).

Professional Experience

COO & CFO One Love Organic	2021 – Present
Administer entire manufacturing operations, including production expectations to ensure timely delivery of products. Plan and implement strategic business initiatives to drive profitability and increase brand reach. Oversee financials by assessing and analyzing reports, along with development of operational procedures that reduces tax burdens.	
<ul style="list-style-type: none">Raised business capital and monitored finances to ensure zero discrepancies.Monitored KPI's and collaborated with stakeholders for development of future action plans.	
President Lakewood Organic Juices	2019 – 2021
Delivered leadership to manage overall financial and operational functions for a \$100MM organic beverage manufacturer. Directed a team of over 100 members (with 3 VPs, a Controller, and 3 directors) to achieve corporate goals and objectives. Led successful upgrade of ERP systems and financial reporting package for all stakeholders. Provided an overview of financial performance to board of directors, private equity partners, and investors by generating and delivering comprehensive reports.	
<ul style="list-style-type: none">Spearheaded successful sale of company for \$100MM (valued at \$35MM 18 months before) while creating a financial plan to attain further business growth.Achieved more than 11% decrease in organizational cost by devising robust financial and accounting strategies.Drove operational efficiency by developing a high-performance team while improving internal controls, establishing KPIs, and scaling infrastructure growth.	

Director of Finance | Sun Orchard Juicery**2017 - 2019**

Provided direction to oversee financial planning and analysis functions for \$150MM beverage manufacturer serving food service industry. Delivered leadership to set a vision and an executable strategy to steer business operations that impact more than 150 employees. Formulated financial plans, set financial/sales/operational objectives, as well as improved accuracy of forecasts. Ensured alignment of budget plans and financial forecasts with market changes based on detailed assessments. Delivered guidance to finance teams regarding financial due diligence, audits, and KPI achievement.

- Elevated revenue from zero to \$22MM in 16 months by enhancing sourcing capabilities and raising capital for equipment.
- Achieved cost reduction of 17% by identifying and resolving operational issues.
- Analyzed and developed new revenue streams to propel sustainable business growth.

VP, Supply Chain Management | Lakewood Organic Juices**2011 – 2017**

Earned reputation as a change management champion; led continuous process improvements across all business units of \$22M company, including accounting, operations, IT, sales, marketing, HR, legal, and customer service. Expanded customer base and improved service quality by benchmarking client-centric initiatives. Drove professional growth of staff member to senior levels through coaching and mentorship.

- Administered \$15M budget to steer strategic initiatives across multiple business units.
- Planned/managed P&L while executing control policies to establish a fully accountable and transparent culture.
- Achieved more than 12% cost reduction by discovering and remediating operational inefficiencies.
- Negotiated over 50K transactions with average savings of more than 15%.
- Reduced employee turnover by >30% by establishing a highly collaborative work environment.

Food & Beverage Business Consultant | Supply Chain Group**2006 – 2011**

Delivered advisory to drive change management in communication, strategic business planning, risk management, and financial reporting. Supported entrepreneurial ventures to drive business success by delivering business consultation.

- Enabled more than 30 small and mid-size businesses (grossing between \$5MM-\$55MM) to attain financial and operational sustainability by proposing effective strategies.
- Drove 22% average cost savings by negotiating over 40K sourcing deals with 350+ suppliers across 25+ countries.
- Improved cash flow and decreased holding costs by executing new inventory control system and developing excess inventory reporting system.

Education**CPA Certification, Expected 2024****Bachelor Degree, Finance | University of Phoenix****Master Degree, Supply Chain Management | Florida International University****Advanced Master Certificate, Supply Chain Management | Michigan State University****Lean Six Sigma, Green Belt Certified**

Professional Training**Corporate Finance | Financial Accounting | Budget Planning & Analysis | Financial Modeling and Valuation**

Awards**Women of Influence Award 2022 | Lifestyle Magazine, September Issue****Prestigious Women Awards in Manufacturing 2021 | South Florida Business & Wealth Journal****Prestigious Women Awards in Manufacturing 2020 | South Florida Business & Wealth Journal****Betta Gamma Sigma | International Business Honor Society, 2019**