**JANET JOBERSON**

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**FINANCIAL ADVISOR**

Expert in financial planning, analysis, and educating clients. Managed multi-million dollar portfolios, built strong relationships with clients, and helped them drive profitable growth. Meticulous in strategic planning and consulting.

Analytical Skills | Financial Modeling | Pricing strategy | Cross Functional Collaboration | Team leader | International environment | Risk management | Communication skills | Manage multiple projects

**WORK EXPERIENCE**

**Advisors Financial, Inc., Seattle, WA • Financial Advisor • (05/2019) - Present**

Build good rapport and relationships with members throughout their financial journey. Develop and implement customized financial solutions including planning, investments and insurance products.

* Stay closely connected with members on a regular basis to monitor and adjust approaches with life-changes
* Work with a team of other financial advisors, support staff and credit union employees
* Maintain all related licensing, compliance requirements, and training to ensure the highest level of expertise and effective use of tools and technology

**Amazon, Seattle, WA • Finance Manager • (08/2014 - 04/2019)**

Worked in partnership with sales and program management to develop pricing strategies enabling successful renegotiation of $8M annual contract.

* Validated profitability of all pricing proposal submitted to customers.
* Developed business case, analyzed financial statements and presented analytics to CEO and CFO for the acquisition of a $10M engineering design office.
* Developed scenario analysis in support of exit strategy from JV partnership in Brazil.
* Partnered with VP New Programs in building business case for $6M strategic R&T project.
* Mentored assistant controller to earn promotion to region controller by providing growth opportunities.

**Google, Mountain View, CA • Corporate Controlling Manager • (04/2012 - 07/2014)**

Led financial reporting, budgets, forecasts and consolidation for 30 Business Units, 10 Countries, 20 legal entities.

* Partnered with CEO and CFO in preparing financial presentations to Google executive committee for Long Range Plan, Budget and forecast.
* Ensured accuracy and on-time reporting within tight deadlines to corporate finance including variance analysis and communication of findings.
* Drove innovation and demonstrate project management skills by launching and implementing new consolidation and reporting tool.

**Google, Mountain View, CA • Division Controller • (07/2010 - 03/2012)**

Managed and analyzed financial performance for North America.

* Led financial planning and analysis for $2.5B pricing and contract renegotiation ensuring profitable growth.
* Created standard financial model template, streamlining sales and business development process.
* Brought newly acquired company ($100M sales) to division financial standards and monitored execution of synergies in line with initial business plan.
* Modeled Return On Investment analysis for $6M industrial facility relocation.
* Selected as a finance trainer for training program on the “Finance for Non-Financial Managers” module.

**Google, Mountain View, CA • Program Controller • (04/2008 - 06/2010)**

End to end P&L and balance sheet ownership, responsible for financial analysis of key metrics.

* Developed financial models including scenario analysis in support of multi-year contract negotiation.
* Performed Excel data analysis of +100K line items, generating $28M of sales from pricing reconciliation

**EDUCATION AND CERTIFICATIONS**

University of Southern California, School of Management, Los Angeles, CA • Master of Science in Management – Finance

(2004)

University of Southern California, Los Angeles, CA • Bachelor of Science - Computer Science

(2002)