

Joe Jobscan

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SKILLS

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

Division Chief Financial Officer 05/2019 - 11/2019

Amazon - Seattle, WA

- Partner with Division CEO to drive strategic business initiatives and increase margins for 5 plants.
- Develop financial modeling tool in support of \$250M contract extension increasing understanding of margins by products.
- Full accountability of financial operations, providing leadership to a team of 10 including controlling, FP&A, accounting and internal control.

Region Finance Manager 08/2014 - 04/2019

Amazon - Seattle, WA

- 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.

Corporate Controlling Manager 04/2012 - 07/2014

Google - Mountain View, CA

- 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.

Division Controller 07/2010 - 03/2012

Google - Mountain View, CA

- 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.

Program Controller 04/2008 - 06/2010

Google - Mountain View, CA

- 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

University of Southern California, School of Management - 09/2002-06/2004

Master of Science in Management – Major in Finance

University of Southern California - 09/1998-06/2002

BS in Computer Science