

JACK JEFFERSON
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A versatile financial and business planner with 12 years of progressively increasing responsibilities in providing budgeting, strategic planning, analysis, research, business reviews, contract negotiation and licensing for a Fortune 100 company and a major accounting firm. Participated in decision-making processes concerning new product launches and business opportunities. Provided financial input and commentary for presentations to corporate senior management.

Expertise includes outstanding planning, market analysis, business evaluation, financial modeling, leadership, process improvement and presentation skills.

EXPERIENCE

XYZ Industries, Consumer Products Department, Los Angeles, California

2002-Present

Director, Finance & Business Planning (2008-Present)

Provide annual business plans, forecasts and assessments for the food, health and beauty business with \$7 billion in annual wholesale sales for the country's largest licensor. Make continuous presentations to senior management on key business indicators. Act as the lead financial contact for the business unit.

- Direct a global and regional team of seven financial analysts in Australia, Europe, Asia and North America. Work onsite at each location to create budgets and business plans.
- Research and evaluate new business opportunities for developing new product lines and selecting licensing partners.
- Lead a cross-functional international team in assessing the viability of a XYZ-branded organic food products licensing model.
- Evaluated licensing performance and aided Category Managers in managing product line offerings. Reviewed business plans with more than 100 licensees.
- Assist Category Managers in the negotiation of key licensing agreements and reviewed deals to ensure that all financial requirements are met prior to contract signature.
- Mentored and coached four financial professionals located in the U.S. and Europe.

Senior Manager, Finance (2005-2008)

In addition to preparing the annual business plan, forecasts and assessments, provided reports on financial revenues, operating expenses, balance sheet and cash flow for a \$200 million business unit producing XYZ interactive games. Managed a team of financial analysts in Latin America, Asia and China. Acted as lead financial contact for the business unit.

- Led a cross-functional team that researched and evaluated alternative distribution models in Europe and Mexico, resulting in a business model change from license to vertical in the Spain, Germany and Portugal.
- Created market research reports on sales in the video game business, including hardware and software that supported future expansion of product offerings. This included pro forma P&L statements for future products and acquisitions.
- Wrote and delivered presentations to senior management concerning financial results, forecasts and annual planning.
- Developed models that efficiently tracked marketing and product development expenses, ensuring financial targets were met.
- Mentored and developed six financial support staff located in the U.S., Japan and Europe.

JACK JEFFERSON**Page Two****XYZ Industries, Consumer Products Department, Continued****Senior Financial Analyst (2002-2005)**

Consolidated the global Consumer Products Department operating plan and monthly forecasts. Summarized data and prepared monthly financial reports, including business performance, trends, variance analyses and commentary for five lines of business, representing \$2 billion in revenues.

- Supported the Global Chief Financial Officer in preparation of financial reports and analyses of all business units.
- Participated on a financial team that prepared the annual operating plan for presentation to corporate senior management.
- Created financial models that streamlined the submission and consolidation processes from business units, saving \$185,000 annually.
- Participated in creating the annual operating plan for the entire Latin American region.

Smith & Smith, Glendale, California

1999-2002

Consultant, Healthcare (2001-2002)**Financial Analyst (part-time while pursuing an MBA) (1999-2001)**

Began financial career as a part-time Financial Analyst for a public accounting firm doing special projects for a senior partner. As Consultant for the Healthcare Division, analyzed and negotiated insurance carrier renewals for large clients, including ABC Electronics, InfoNow and the University of Southern California.

- Reviewed and evaluated requests for proposals and made recommendations to clients.
- Managed performance vs. the annual plan and reviewed monthly financials to ensure accuracy. Drafted reports summarizing findings and recommendations.

The Seaver Associates, Burbank, California

1995-1999

Commercial Real Estate Broker

Established a property database of available industrial buildings for lease or sale in the San Gabriel Valley for a commercial real estate brokerage firm dealing in office and industrial properties.

- Worked with property owners in preparing buildings for sale or lease. Prepared necessary collateral in support of each project.
- Assisted business owners in searching for new properties for lease or purchase. This entailed negotiating deal terms, including price or lease terms. Supported buyers through escrow, lending and occupancy.

EDUCATION**Pepperdine University, Malibu, California**

Master of Business Administration
Bachelor of Business Administration

LICENSE

Real Estate Broker, California