

# ROBIN SMITH

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555-555-1234 ▪ email@email.com

## FINANCE DIRECTOR

*Forward-looking and decisive senior finance leader with proven track record of ...*

- **Embedding robust financial management capability and formulating financial strategies to enable growth, profitability and cost efficiency.**
- **Implementing stringent internal controls to drive regulatory compliance and mitigate financial risk.**
- **Introducing new reporting mechanisms to provide a real-time, complete view of finances and support high-level strategic planning.**
- **Reengineering financial processes to increase efficiencies and meet the needs of growing companies.**
- **Assembling high-performing Finance teams to maintain accurate, timely and compliant finance operations.**

## ■■■SCOPE OF EXPERTISE

Financial Strategy Development ▪ Business & Financial Transformation ▪ Financial Framework Development  
Startups & Turnarounds ▪ Budgeting & Forecasting ▪ Financial Controls ▪ Stakeholder Management ▪ Financial Reporting  
Risk Management ▪ Project Management ▪ Process Improvement ▪ Change Management ▪ Leadership, Coaching & Training

## ■■■PERFORMANCE SPOTLIGHT

**FINANCIAL FRAMEWORK CREATION:** Company A wanted to re-establish banking operations in Canada in order to drive overall growth. Travelled to Canada to secure banking license, identify branch locations, and obtain equipment. Implemented financial processes and reporting mechanisms. Formulated business banking approach to align with Canadian economy. Recruited and trained finance staff.

- **Re-established fully functional bank in Toronto, Quebec, and Montreal, Canada, generating \$100M annually, collectively.**

**FINANCIAL FRAMEWORK CREATION:** Company A endeavored to establish its first office in London, UK which required robust finance framework. Obtained banking license to operate in UK and selected prime office location. Developed financial controls and processes along with recruiting and training finance team. Directed bank launch activities.

- **Played pivotal role in expanding bank operations to the UK which now generate \$20M annually.**

**FINANCIAL OPERATIONS TURNAROUND:** Company B's Southeast branches lacked effective financial management and controls, ultimately jeopardizing revenue potential. Reviewed existing financial processes with ownership to discover areas for improvement. Designed new framework for accounting and reporting. Introduced new budgets, forecasts, financial controls, and finance staff meetings to facilitate transparency. Assessed new framework, making adjustments as needed.

- **Inaugurated robust financial governance, reversing \$1.8M loss and attaining \$11M turnover within 4 years.**

## ■■■EXPERIENCE

COMPANY A ▪ Anywhere, USA

2005 – Present

*Multinational banking and financial institution with operations 10 countries.*

### CHIEF FINANCIAL OFFICER, NORTH AMERICA (2011 – PRESENT)

Promoted to provide high-level financial stewardship and strategic planning for North America operations. Oversee 75 direct finance reports and manage \$500M budget. Discover and capitalize on value-creating opportunities by providing relevant and timely management information supported by precise financial records. Deliver financial insights required to formulate regional strategic growth plans. Lead capital management, regulatory reporting, and internal controls for banks across US and Canada.

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## CHIEF FINANCIAL OFFICER, NORTH AMERICA (CONTINUED)

- Played a central role in re-establishing banking operations in Canada, opening up multimillion-dollar revenue source, by championing startup efforts, from bank licensing and location selection to process/procedure development and launch coordination.
- Directed research, selection, and introduction of a new banking system with stronger controls to facilitate more robust, sophisticated, and secure online banking solutions.
- Lowered costs \$500K and ensured financial data integrity by evaluating and recommending that US operations retain 1 local Shared Service Center and outsource the other to Europe.

## Chief Financial Officer, US (2008 – 2011)

Designated to provide financial leadership for US operations, managing budgeting and forecasting for revenues and expenses. Directed team of 15 finance staff and controlled \$100M budget. Oversaw production and management of budgets and forecasts for revenues and expenses. Maintained relationships with external auditors to enable smooth audits.

- Implemented and maintained effective financial information systems to support the provision of timely data for strategic decision making and regulatory compliance.
- Increased career opportunities for staff by creating a cross-training, cross-border program, enabling employees to migrate from one country to another in Africa.
- Eliminated the threat of license suspension and enabled on-time, accurate regulatory reporting through establishment of new reporting platform and strengthening relationships with US regulatory authorities.
- Decreased finance staff attrition from 30% to 10% by initiating weekly informal sessions to encourage staff communication, introducing team-building exercises, and establishing more training opportunities.

## UK Expansion Project Manager (2005 – 2008)

Called on to manage coordination and initiation of operations in UK inclusive of bank license application, staff recruitment, and banking platform/other systems development. Led project team of 5 managers involved in systems, human resources, training, and general office administration.

FINANCIAL INSTITUTION B ▪ Anywhere, USA

2000 – 2005

*American banking and financial institution with 75 nationwide locations.*

## FINANCIAL CONTROLLER/FINANCE MANAGER, SOUTHEAST REGION

Brought on board to turn around inefficiencies and mitigate financial risk among Southeast branches. Analyzed financial operations and identified areas for improvement. Introduced stringent internal controls and reengineered processes to meet regulatory requirements and expedite financial tasks.

- Transformed regional banking operations from \$1.8M loss and to \$11M in revenue within 3 years through overhaul of region-wide financial framework.

## ■■■ EDUCATION

**Master of Business Administration in Finance**  
USA University

**Bachelor of Science in Business Management**  
America University

**Financial Management Certification**  
eCornell