

Vincent Powers

Senior Financial Analyst

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<https://vrpowers.com>

Experience

Senior Analyst, *Freelance*

May 2022 - Present

Provided FP&A consulting to private SaaS and professional services clients.

Built consolidated, trended P&L + analytics for potential investors.

Developed comprehensive 3-statement model for investor pitchbook; supplied analysis and recommendations around pricing strategy, bookings plans/quotas, margin impacts (gross vs EBITDA), and revenue/expenses.

Headcount and margin impact analysis; developed analytics for different price mixes, utilization, and capacity.

Senior Financial Analyst, *Bonterra*

January 2021 – May 2022

Partnered with the SVP of Operations to lead all financial reporting for professional services business unit, including forecasting, variance review, monthly close, annual planning, and margin analysis.

Expanded monthly reporting on bookings and core sales KPIs, financial impacts, and commentary for leadership.

Owned and built our consolidated revenue forecast, incorporating all revenue streams along with views into gross margins and CM/EBITDA at each level of the business.

Senior Sales Operations Analyst, *Enverus*

April 2019 – January 2021

Led weekly bookings/ARR forecasting process for our 3 business units.

Led semi-annual quota-setting process for all sales teams and territories.

Planned and led sales ops integration efforts for M&A efforts as needed.

Led monthly close and quarterly KPI investor reporting for the sales org.

Revenue & Business Intelligence Analyst, *GoDaddy Inc*

March 2015 – April 2019

Provided support for Main Street Hub's acquisition by GoDaddy in July 2018.

Led effort to migrate company wide KPI reporting into a new Tableau instance.

Revamped monthly revenue reconciliation process and dramatically improved efficiency of month-end close.

Developed and maintained compensation modeling for sales, account management, and digital teams.

Conducted cost analyses on vendors, supplying analysis and recommendations to leadership.

Education

B.A., Economics, **University of Texas at Austin**

June 2007 – May 2011

Technical Skills & Software Proficiency

Financial planning & analysis (FP&A)

Financial modeling

Forecasting

Bookings & ARR reporting

Data Analysis

Accounting, ASC 606 & GAAP

Retention (gross, net, net dollar)

Salesforce

Adaptive

SAP, Hyperion

Intacct

NetSuite

SQL, Python

Tableau

PowerBI

Excel

Balance sheet analysis

Cash flow analysis

P&L analysis

Three-statement modeling

Gross margin & EBITDA

Volunteering & Community Service

Elections Deputy, *Travis County Elections Department*

February 2022 – Present