V. R. Powers

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(210) 748.3425

https://vrpowers.com

Experience

Financial Analyst, GovOS, Inc **||** June 2023 - Present

Partnered with SVP Finance and CFO to lead all financial reporting, manage all aspects of financial planning/forecasting, and provide strategic insights to internal (executive) and external (PE, lenders) stakeholders.

Led variance reviews with leaders, provided analysis on areas of risk, and drove a high level of cost discipline to AOP.

Built and maintained complex financial and operational models, including our main 3-statement model and rolling forecast; revenue and expense forecasts for planning; top-line KPI reporting; and regular analysis/commentary.

FP&A Consultant/Analyst, Freelance || May 2022 – June 2023

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

Developed flexible 3-statement models, revenue forecasts, headcount and margin analyses.

Developed analytics at different price mixes, utilization, and capacity for services teams.

# Sr Financial Analyst, Bonterra || January 2021 – May 2022

Partnered with the VP of Operations to lead financial reporting for professional services BU.

Developed forecasts, led regular variance reviews; assisted in monthly close, annual planning, and margin analysis.

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

Owned and built consolidated revenue forecast, along with views into margins at each level of the business.

# Sr 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 integration support during Main Street Hub's acquisition by GoDaddy in July 2018.

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

Education

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

June 2007 – May 2011

Technical Skills & Software Proficiency

Salesforce Netsuite, Intacct Compensation modeling

Adaptive, Workday Cash flow forecasting Revenue forecasting

Tableau, PowerBI 3-statement modeling SQL, Python

Volunteering & Community Service

**Elections Deputy**, *Travis County Elections Department*

February 2022 – Present