**Charles Harper** 555-555-1212

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# EXECUTIVE PROFILE

**Finance and Business Planning Executive**

*Global Operations Financial Leadership Budget Management P&L Management Strategic Planning*

*Sales and Pricing Management Acquisition Integration Corporate Restructuring*

*Quality Systems Implementation*

Versatile leader and change agent with extensive experience directing global financial and planning functions for a $2B technology company. Rewarded with multiple promotions for leadership and performance.

***Accomplishment Highlights***

***Drove revenue and profit growth*** *by creating a metrics-based business planning framework and establishing best practices for sales.*

***Led seamless integrations****, divestitures, and restructuring initiatives.*

***Fostered a culture of high expectations****—allowing top performers to flourish and leveraging their individual strengths to accomplish goals.*

# PROFESSIONAL EXPERIENCE

**IBM CORPORATION**—Detroit, Michigan 2002–present

*A $21B+ software and technical services company. Customers include 80% of Fortune 500 companies worldwide.*

**Vice President—International Finance** (promotion, 2012–present)

Hand-picked by the CFO to orchestrate global finance operations in 24 countries. Lead international teams of 100+ finance professionals in revenue recognition, A/R, A/P, payroll, and tax preparation. Accountable for compliance with internal controls, GAAP, audit requirements, and statutory rules in 24 countries. Manage a $10M budget. Facilitate global pricing strategies.

* Led a global corporate restructuring initiative that identified $50M in annual cost savings.
* Orchestrated worldwide pricing strategies and business practices across 20 currencies and multiple business units amidst an ever-changing product portfolio and revenue recognition environment.
* Led the deployment of multiple global financial systems (Oracle) in 26 countries around the globe.

Deployed dozens of flawless launches on a compressed, three-year schedule.

## Vice President—Integrations and Change Management (2010–2012)

Led corporate change and integration—orchestrating the assimilation of all processes, data, and systems. Reported directly to the CFO.

* Seamlessly integrated four acquisitions ($70M) into IBM.
* Facilitated an $80M divestiture as IBM representative and buyer liaison.

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**IBM CORPORATION, Continued**

**Vice President—Program Management Office** (promotion, 2004–2010)

Promoted to direct multiple functions in a Chief-of-Staff role, reporting directly to COO. Led a 100-person, multi- disciplinary operations team. Assisted the COO in all operational areas with fact-based, data-driven decision making and policy setting. Managed a $9M consolidated budget and P&L for a $12M operation.

### Led a 50-person North American Inside Sales organization and a 20-person Telemarketing organization.

* Established best practices, forecast process, and a commission plan aligned with sales goals.
* Achieved ***100% Club*** in the first year of leadership, delivering $12M in sales.

### Directed the Sales Administration Support department.

* Created global pricing strategies for the deployment of business systems.

### Managed Quality Planning department.

* Co-developed and launched the IBM Quality Management System—achieving ISO and Ford QOS quality certifications and retaining preferred vendor status with Ford.

### Orchestrated corporate-wide reorganization.

* Coordinated a corporate-wide restructuring, ensuring that all processes, systems, and marketing communications were revised to align with the new organization.

**Director—Corporate Planning** (2002–2004)

Led global business planning and forecasting, reporting to the CEO. Provided decision support to operations leadership. Managed a corporate budget of $1.8M. Key member of the corporate Executive Committee. Directed a team of planning managers and financial analysts.

* Built corporate-wide, metrics-based annual operating plan, aligned with revenue and profit growth targets.
* Achieved 118% growth in professional services and 41% growth in product revenue as a key member of the leadership team.

# EARLY CAREER

**MICROSOFT CORPORATION**—Reddington, CA

**Global Budget Manager** (promotion, 2000–2002)

**Senior Financial Analyst—Corporate Finance** (1999–2000)

# EDUCATION

## Master of Business Administration (MBA) UNIVERSITY OF Arizona—Tucson, Arizona

**Bachelor of Business Administration (BBA) MICHIGAN STATE UNIVERSITY**—Lansing, Michigan