

Johnny D. Patino

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WORK EXPERIENCE

Director of Business Intelligence & FP&A
ACR Electronics, Inc.
Fort Lauderdale, FL
Jul 2020 – Present

- ◇ Led a team of 5 to consolidate the financial statements of over 15 legal entities in ACR Group using Oracle's Financial Consolidation Cloud Service.
- ◇ Designed and implemented an efficient data warehouse using Azure and SharePoint, enhancing secure access and backup capabilities.
- ◇ Automated daily reporting processes by 95%, significantly improving efficiency and accuracy in data's ETL.
- ◇ Designed and implemented an innovative reporting architecture that streamlines reporting from a unified FP&A data source, enabling customized, secure, and targeted reporting through row-level security.
- ◇ Led FP&A consolidation efforts for the annual budget process, 6+6 and 9+3 Forecasting, and 5-Year Strategic Plans, including headcount, capital expenditure, cash flow, and market analytics projections, while collaborating with legal entities across Canada, the US, the UK, and Australia.
- ◇ Prepared monthly executive reports and board of directors' packages, and coordinated calendar meetings for the CEO, CFO, and ACR Group entities.
- ◇ Established Microsoft SharePoint sites to streamline FP&A and Consolidation efforts, maximizing features like calendar management, project planning, issues management, and archiving capabilities.
- ◇ Built data visualization and decision-making capabilities across the organization with intuitive and insightful Power BI reports and dashboards for FP&A and SIOP reporting, using ERP data and tools like Power Query, PowerPivot, and DAX.
- ◇ Advised on key commercial insights from comprehensive sales and margin analysis of product groupings, business units, value streams, product families, SKUs, customer, and geography and by embedding multiple layer drilldown capabilities to standard reporting.

Finance Manager - FP&A
SAFEbuilt, Inc.
Fort Lauderdale, FL
Apr 2018 – Mar 2020

- ◇ Generated Regional Financial Statements and provided consolidation files to Corporate Headquarters.
- ◇ Prepared monthly Financial and Operation KPIs for senior leadership and department managers.
- ◇ Developed the Florida 2020 Budget templates and variance analytics for 28 different departments across 3 business units.
- ◇ Led data integrity tasks for the implementation of a new ERP for Florida (Ajera).
- ◇ Designed and Generated Dashboards for analysis of Client Revenue, Pricing, and Profitability using Power BI
- ◇ Implemented new FP&A processes to improve reporting time, accuracy and depth of data.
- ◇ Assisted in numerous operational Ad-Hoc analysis for Florida's Regional CEO and COO.
- ◇ Built Power BI Reports to track Employee Utilization, Overtime & Travel Time, Vehicle Fuel and Mileage Usage, Accident per Million Miles, Inspections and DSO.
- ◇ Performed multiple tasks related to satisfying external audit PBCs.

Senior Financial Analyst
Boats Group LLC
Miami, FL
Apr 2017 – Jan 2018

- ◇ Assisted in the 6+6 Financial Forecast for the second half of the 2017 year and in the 2018 Budget, closely coordinating revenue projections with Sales Directors and expenses consolidation with the Assistant Controller.
- ◇ Prepared monthly and quarterly board packages with financial performance data and graphs.
- ◇ Generated weekly revenue trend reports and provided senior executives with insight to week over week variations.
- ◇ Compiled and analyzed monthly average revenue per customer (ARPA) by brand and product segment, CPMs by Brand, Web Traffic Impressions Delivery and other KPIs.
- ◇ Generated ad-hoc reports to analyze brand and product type revenue by region, billing discrepancies, bonus calculations and customer churn.

Senior Financial Analyst – (FP&A)
Virgin Mobile Latin America
Miami, FL
Jul 2016 – Mar 2017

- ◇ Performed all month end closing activities for the US and the British Virgin Island subsidiaries.
- ◇ Produced financial statements for regional consolidation with Latin America and assisted the CFO in the generation and analysis of the monthly Summary of Operations for high-level executives and board members.
- ◇ Provided written analysis on monthly financial results for all 4 subsidiaries and the consolidated reports.
- ◇ Gathered and analyzed monthly KPIs for all Latin America Subsidiaries and provided explanations for major variances.
- ◇ Assisted in the financial forecasting for the company's expansion into Ecuador, Argentina, and Brazil, generating P&L Balance Sheet, Cash Flow, and KPIs for the years 2017 through 2021.
- ◇ Designed the 2017 Financial Dashboard in order to improve visualization and tracking of the company's monthly consolidated performance and results by country.

	<ul style="list-style-type: none"> ◇ Developed new reporting procedures to export data from our local reporting system to our global consolidation platform DeFacto reducing time in the consolidation process. ◇ Performed tasks related to satisfying PWC's external audit requirements during the 2016-2017 fiscal year.
Associate Finance Manager OnMobile USA, LLC Miami, FL Jul 2014 – Jul 2016	<ul style="list-style-type: none"> ◇ Managed all month-end closing transactions, balance sheet reconciliations and generated financial statements for our global finance team in India and provided P&L analytics to the regional vice president. ◇ Redesigned and implemented new accounting processes in the Miami based US-Latin America subsidiary, leading to greater financial controls and reducing time in the consolidation process with our global Headquarters in India. ◇ Conducted an analysis of the accounting system and implemented new practices in order to generate financial reports with greater accuracy and efficiency. ◇ Successfully transitioned the accounting and filing systems to cloud-based solutions improving accessibility, control, security and creating collaborative team workstreams. ◇ Produced and monitored monthly cash flow projections while closely coordinating intercompany funds transfer with our Latin-American, Canadian and US subsidiaries. ◇ Performed tasks related to satisfying Deloitte's external audit requirements during the 2014-2015 fiscal year achieving to have no material weakness in our US-Latin-American subsidiary through the incorporation of effective internal controls. ◇ Coordinated the subsidiary's tax filings and addressed all other compliance-related diligence from federal, state or county agencies.
Senior Financial Analyst Brightstar Corp Miami, FL Dec 2010 – Jul 2014	<ul style="list-style-type: none"> ◇ Consolidated global cash flow projections worth over \$450M and monitored forecast versus actuals while carefully observing fluctuation in our global vendor credit line in range of \$600M. ◇ Served as liaison between trade vendors (OEMs) and the company's subsidiaries around the world. ◇ Gathered, consolidated and analyzed global inventory reports, providing senior management with key geographical analytics of product rotation. ◇ Consolidated and analyzed global revenue and gross profit reports, later briefing global brand directors on variations in regional and in-country performance. ◇ Generated weekly and monthly business scorecards and global staff meeting presentations for senior management. ◇ Developed new reporting formats by utilizing additional means of data sourcing through existing information systems, providing supplemental key analytics to senior management further improving planning and forecasting. ◇ Designed templates and process workflows in order to allocate global pricing funds and coordinate transfer of over \$16M among our global subsidiaries. ◇ Tracked and assisted in the collection of over \$200M in receivables from trade vendors in a three-year span. ◇ Analyzed and reconciled trade vendor liability accounts and reserves worth over \$30M on average, obtaining to locate and adjust over \$1M in discrepancies and at-risk items. ◇ Performed multiple tasks related to satisfying external audit requirements for the 2010 and 2011 yearly audits and quarterly PBCs.

EDUCATION AND SKILLS

Education	Master of International Business Administration (2007 - 2009) Nova Southeastern University Fort Lauderdale, FL
	Bachelor of Arts in Business Administration (1998 - 2003) Universidad EAFIT Medellin, Colombia
System Skills	Business Intelligence: Microsoft Power BI, Tableau, IBM Cognos - TM1, SQL, Oracle SmartView ERP & Accounting: IFS, Oracle FCCS, Ajera, NetSuite, DeFacto, QuickBooks Pro. Microsoft: Excel, Word, PowerPoint, Visio, SharePoint and Access. Other: Adobe Acrobat DC, Google Drive, Google Docs, Apple Keynote.
Language Skills	Speak, read, and write fluent English and Spanish .