

# Eric Griffith

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Details-Focused MBA Graduate Seeking Growth-Oriented Financial Role

- Integral leader who exhibits a proven track record in high-volume accounting, sales, finance, and business operations, including offering success in wide-ranging industries and environments while streamlining operations to boost results.
- Out-of-the-box thinker who contributes superior attention-to-detail and sharp analytical talents, including proactively identifying and resolving critical challenges to meet and / or exceed companywide financial objectives.
- Excellent communicator who seamlessly liaises among C-level executives, financial teams, and internal / external auditors, and actively captures cost reductions via process redesign, internal controls, and key performance management.
- Successfully managed sales, expenses and my team so that my location became a Managing Partner branch.
- Capitalized on the opportunity to serve as Career Committee Chair responsible for coordinating team-building activities for PepsiCo, including building morale and career planning by gaining employee feedback on work / life balance.
- Reclaimed \$12+ million for PepsiCo in import taxes paid within the first 6 months of administering a Duty Drawback program for Tropicana Orange Juice, including effectively bringing the company back up-to-date on drawback allowed.
- Personally coordinated an account for by-product processing, inventory, and sales of \$16+ million net revenue annually.
- Directed Orange Juice deferral accounting of \$50 million due to seasonality of citrus crops, including coordinating and managing cost for Fruit / Juice for Orange Juice and analyzing deferral account to ensure alignment with forecast.

## Work Experience

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### **Director of Finance**

NITROCRETE LLC - Fort Collins, CO

September 2022 to Present

- Assisted with and streamlined the integration of multiple companies into one reporting structure.
- Drove the Monthly close process and redistributed tasks based on strengths of my team.
- Monitored and streamlined Cashflow reporting, GL review, monthly/quarterly tax reporting, including Canada and Mexico taxes.
- Created a budgeting and forecasting process for multiple company entities allowing executives to review annual budgets, quarterly forecasts compared to actual results by entity and on a consolidated basis to help drive business decisions.
- Assisted sales management by creating job costing sheets to help analyze profit and loss by job and give a better understanding on how jobs should be quoted.
- Improved the capital expenditure process to ensure Proper accounting processes were in place.

## **Branch Manager**

L&W Supply

January 2019 to September 2022

- Manage customer relationships by providing excellent service and delivery execution with high customer satisfaction.
- Drove L&W Supply success by directing high-volume center operations, including managing distribution, scheduling, sales, and team building / training while establishing relationships with employees, vendors, and customers.
- Manage and support the sales teams across multiple locations to present and sell L&W Supply's value proposition and insure customer satisfaction.
- Ensured staff and public safety by upholding compliance with OSHA, DOT, and L&W Supply Corp. rules and regulations.
- Maintained a profitable branch through strategic material purchases, customer contract negotiations and expense reduction.
- Maximized bottom-line performance by efficiently analyzing current sales patterns and identifying opportunities for increased sales, including conceptualizing and disseminating innovative sales plans to target customers accordingly.

## **Regional FP& A Manager**

USG

January 2014 to December 2019

- Coordinated oversee the development of forecast models to be used in developing operating plans and budgets for multiple regions throughout the United States.
- Deliver first-class, value-added financial analysis and support to a designated group of regional and branch managers, including providing fact-based advice and validating counsel to L&W sales, operations, and finance and planning / analysis decision-makers while working collaboratively in designing Next-Gen analytics, tools, training, and processes.
- Maximize specific region's financial performance and effectiveness while supporting field implementation nationwide.
- Initiate projects to boost bottom-line performance from pilot to stabilization, along with performing ad-hoc cost analysis, operations, and sales; reviewing product performance to improve success; developing branch expansion and closure analysis; reviewing branch / regional transaction results; and initiating cost-saving projects with USG GSCM team.
- Coordinate P&L review to ensure accuracy of assigned branch's financial statements, along with providing cost goal analysis and support, communicating cost trends and anomalies, and providing recommendations or new resources.
- Identify market, customer, and product opportunities while liaising among manager of divisional FP&A and corporate finance manager to develop reporting on utilization of L&W's key assets (e.g. real estate, fleet, people, A / R, inventory)

## **Senior Financial Analyst - Supply Chain Finance**

PepsiCo - Bradenton, FL

January 2007 to December 2014

(2007 - 2014)

- Utilized broad scope of industry knowledge toward leading development and oversight of planning processes to generate consolidated, reconciled annual operating plan totaling \$60+ million in expenses, including analyzing annual scrap allowances and work center activity rates and reviewing bills of materials and routings with plant management.

- Led a top-performing direct report in completing goals per company objectives, and served as peers' mentor / advisor.
- Calculated and maintained weekly operational metric reports to highlight performance issues, including supporting operations managers by providing detailed analysis to identify operational risks and critical cost-saving opportunities.
- Identified and reported weekly Ingredient and SFG material usage variances versus plan, including reporting to operational and finance management on the targeted root cause of issues and recommending any proactive courses of action.
- Prepared period-end financial reports and manufacturing variances, and leveraged drivers to execute actionable plans.
- Served as SAP Super User for Tolling location, including testing and preparing documentation and training end users.
- Strategically steered business process procedures' preparation in coordination with SAP implementation, including collaborating with operations teams on process improvement initiatives, preparing and improving documentation and process flow for accounting and finance procedures, and leading quarterly meetings to present key SOS deliverables.
- Spearheaded new employee training on quarterly SOX requirements, along with reviewing quarterly SOX documentation and resolving discrepancies prior to finale submission deadlines, presenting final SOX results to corporate and local management, participating in conference calls, and following up on negative results for compliance.

## **Operations Manager/Market Sales Representative**

L&W Supply

January 2005 to December 2007

- Drove Seacoast Supply success by directing high-volume center operations, including managing distribution, scheduling, sales, and team building / training while establishing relationships with employees, vendors, and customers.
- Ensured staff and public safety by upholding compliance with OSHA, DOT, and L&W Supply Corp. rules and regulations.
- Maximized bottom-line performance by efficiently analyzing current sales patterns and identifying opportunities for increased sales, including conceptualizing and disseminating innovative sales plans to target customers accordingly.
- Gathered competitive market and pricing information, and worked with customers to create competitive job quotes.

## **Senior Internal Auditor**

USG Corporate Office

January 2000 to December 2005

- Contributed sharp analytical abilities toward planning and managing financial and operational audits of corporate units and subsidiaries, including evaluating compliance with established policies, procedures, and regulated accounting principles (e.g. GAAP, Sarbanes-Oxley), as well as collaborating with auditors to enhance business processes.
- Reviewed and evaluated internal controls' effectiveness, prepared management-level reports and papers of audit findings, and identified and formulated recommendations based on audit findings for presentation to management.
- Led targeted research in revenue, cost, expenditure, inventory, payroll, and financial analysis programs, along with conducting investigations on issues to isolate and rectify discrepancies and conduct investigations on fraud and theft.

· Played a vital role in coordinating efforts with plant controller to implement enhancements to accounting processes, including compiling cost data per GAAP for monthly closing and year-end review; managing cost initiatives focused on manufacturing cost and capital expenditures; and preparing forecasts, annual budgets, and interim projections.

## Education

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### **Master of Business Administration in Management & Leadership**

Keiser University

### **Bachelor of Business Administration in Finance**

Texas Tech University - Tech, Texas, US

## Skills

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- Microsoft Office
- Microsoft Access
- Agility
- Oracle Systems
- Audit Command Language (ACL)
- PCAT
- SAP BusinessObjects
- Financial Analysis
- SOX
- GAAP
- Financial Report Writing
- Financial Management
- General Ledger Accounting
- Analytics
- Supply Chain
- Internal Audits
- Forecasting
- Profit & Loss
- Business Analysis
- Pricing
- Process Improvement
- Journal Entries
- Budgeting
- ERP Systems
- Analysis Skills
- Visual Basic

- Expense Management
- Accounting
- Auditing
- Procurement
- Product management
- Operations management
- Pivot tables
- Balance sheet reconciliation
- Fraud
- Fraud
- Workday
- Hyperion
- SharePoint
- Territory management
- Account reconciliation
- Risk management
- Succession planning
- Presentation skills
- Conflict management
- Human resources
- SAP ERP
- Senior leadership
- Continuous improvement
- Business development
- Power BI

## Assessments

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### **Basic computer skills — Expert**

July 2022

Performing basic computer operations and troubleshooting common problems

Full results: [Expert](#)

### **Management & leadership skills: Planning & execution — Highly Proficient**

July 2022

Planning and managing resources to accomplish organizational goals

Full results: [Highly Proficient](#)

### **Supervisory skills: Motivating & assessing employees — Highly Proficient**

July 2022

Motivating others to achieve objectives and identifying improvements or corrective actions

Full results: [Highly Proficient](#)

Indeed Assessments provides skills tests that are not indicative of a license or certification, or continued development in any professional field.