JULIAN MERCER

FINANCE MANAGER

San Francisco, CA | (415) 555-0148 | julian.mercer@email.com | linkedin.com/in/julianmercer

PROFESSIONAL SUMMARY

Finance Manager with 9+ years across corporate finance, FP&A, and business partnering for consumer and services companies. Owns the monthly close, forecast, and budget process for a $150M operating unit and leads a team of four analysts. Turns variance analysis into decisions that operating leaders act on.

PROFESSIONAL EXPERIENCE

Finance Manager Feb 2023 - Present
Cintas, Mason, OH

- Own the monthly close, forecast, and annual budget for a $150M regional operating unit, delivering results to the division controller by business day four.
- Lead four analysts and set a weekly cadence of variance reviews that cut unexplained forecast variances above 3% from 11 line items to 4.
- Built a route-profitability model with operations leaders that identified 14 unprofitable service routes, and helped repricing recover about $1.1M in annual margin.
- Rolled out a standardized capital request template that shortened approval time for equipment purchases by roughly a week.
- Partner with the regional vice president on quarterly business reviews, translating labor, fuel, and uniform inventory trends into staffing decisions.
- Automated the accrual workpaper in Excel and Power Query, saving analysts about 12 hours each close.

Senior Financial Analyst Aug 2019 - Jan 2023
Procter & Gamble, Cincinnati, OH

- Managed the P&L forecast for a $60M brand portfolio and held full-year forecast accuracy within 2% of actuals in three consecutive years.
- Evaluated trade promotion returns across 40 retailer events, shifting spend away from underperforming promotions and improving net revenue by about $800K.
- Supported two annual operating plan cycles by consolidating inputs from brand, supply chain, and sales finance partners.
- Presented monthly performance commentary to the category finance director, with clear drivers and recommended actions.
- Trained two junior analysts on SAP reporting and variance analysis, and both took on their own brand P&Ls within a year.

Financial Analyst Jul 2017 - Jul 2019
Fifth Third Bank, Cincinnati, OH

- Prepared monthly management reporting for the consumer lending segment and reconciled it to the general ledger with no unresolved differences.
- Built a branch expense dashboard in Excel that gave 20 branch managers a consistent view of budget versus actual spend.
- Supported the annual budget for a $45M expense base by collecting and challenging departmental submissions.

CORE SKILLS

Financial planning and analysis | Budgeting and forecasting | Month-end close | Variance analysis | Business partnering | Capital budgeting | Financial modeling | Excel and Power Query | SAP | Hyperion Planning | Power BI | Team leadership | Management reporting

EDUCATION

Bachelor of Business Administration in Finance, University of Cincinnati, Cincinnati, OH

CERTIFICATIONS

Certified Management Accountant (CMA), IMA | Certified Public Accountant (CPA), Ohio