JULIAN MERCER

FP&A; MANAGER

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PROFESSIONAL SUMMARY

FP&A Manager with 10+ years leading forecasting, budgeting, and business partnering for software and marketplace companies. Builds planning processes and models that give executives a trusted view of growth, margin, and cash, and develops analysts into strong finance partners.

PROFESSIONAL EXPERIENCE

FP&A Manager Sep 2023 - Present
Stripe, San Francisco, CA

- Led the annual operating plan and rolling forecast for a $400M go-to-market budget, partnering with five functional leaders.
- Improved quarterly spend forecast accuracy from 90% to 97% by replacing static assumptions with headcount and pipeline drivers.
- Managed a team of four analysts and set review standards that cut model errors found by leadership to near zero.
- Built scenario analyses for hiring and vendor decisions, helping executives reallocate $3.1M toward higher-return programs.

Senior Financial Analyst, FP&A Jun 2020 - Aug 2023
Uber, San Francisco, CA

- Owned monthly forecasting and variance reporting for a regional operations budget of $150M.
- Developed unit-economics models for new market launches that informed go or no-go decisions on seven cities.
- Partnered with Operations to track incentive spend, identifying program changes that saved about $2.4M a year.
- Mentored two analysts on modeling standards and executive storytelling, supporting one promotion to senior analyst.

Financial Analyst, FP&A Jul 2018 - May 2020
Salesforce, San Francisco, CA

- Owned monthly forecasting for a $90M sales operations budget, flagging variances above 3% before leadership reviews.
- Created a self-service reporting dashboard in Tableau that eliminated 20 recurring ad hoc requests per month.
- Built a headcount-to-quota capacity model that helped sales leaders time hiring across four regions.
- Reconciled commissions expense to the ledger each month, resolving differences within three business days.

Financial Analyst Jul 2016 - Jun 2018
Oracle, Redwood City, CA

- Prepared monthly revenue and expense reporting for a software business unit and presented results to finance leadership.
- Built a bookings-to-revenue waterfall that clarified timing differences for sales and finance teams.
- Supported annual budgeting for 12 cost centers and maintained assumptions in Hyperion Planning.

CORE SKILLS

Financial forecasting | Annual operating plan | Budget management | Scenario modeling | Variance analysis | Business partnering | Unit economics | Headcount planning | Adaptive Planning | Looker | SQL | Excel | Executive reporting | Team leadership

EDUCATION

MBA, Finance, University of California, Berkeley, Haas School of Business, Berkeley, CA

CERTIFICATIONS

Certified Corporate FP&A Professional (FP&A) | CFA Level II candidate