

# VINCENT ESPOSITO, CPA / MBA

7 Canterbury Court  
Upper Saddle River, NJ 07458  
C: 201-214-4128 esposiv@yahoo.com

## CONTROLLER / DIRECTOR FINANCE

Results driven financial professional combining solid accounting and budgeting skills with proven business acumen. Broad scope and depth of experience in accounting close, financial forecasting, planning, financial reporting, cost improvement, international business, GAAP, new business analysis, and internal controls. Improved net income by \$5M at a Fortune 500 Company leading an international finance team. Cut costs by \$4.5M and generated new revenue of \$500K, achieving 100% of the financial goal. Team player with strong interpersonal skills, works well with all levels of staff and does what it takes to get the job done.

### SKILLS

Financial Reporting	Accounting Close	Budgeting	Financial Planning
Financial Forecasts	Trend Analysis	Financial Models	Profit & Loss Analysis
Strategic Planning	Financial Analysis	Raising Funds	Balance Sheet Account Reviews
New Business Launch	Acquisition Valuations	Acquisition Review	SEC Reports 10-K and 10-Q

### PROFESSIONAL EXPERIENCE

**Controller**, Triad Communications Group, Inc. 2010 – present

A \$10M telecommunications contractor, constructing telecom systems for AT&T, T-Mobile, etc.

Prepare financial reports, implement internal controls, and improved net income.

- Uncovered \$200K in revenue leakage during first 60 days with the company.
- Reduced administrative costs by \$150K.
- Interface with investment bankers and private equity firms to raise money for the company.
- Accelerated closing process and improved accuracy of monthly financial statements.

**Finance Director / Treasurer**, NORTHERN HIGHLANDS SPORTS ASSOC. 2008 – 2010

Not for profit association that raises funds for regional high school for athletic endeavors.

Prepared financial statements, tax returns, and managed funds.

- Assessed profitability of business activities and eliminated unproductive venture.
- Eliminated marginal business that used inordinate amount of enterprise resources.

**Director Finance**, N.A. RENT A CAR DIVISION, THE HERTZ CORPORATION 2003 – 2008

Analyzed business performance, prepared financial models, completed acquisition valuations, reviewed financial plans, interfaced with international operations, strengthen controls, and prepared policies and procedures.

- Improved net income by over \$5M per year while leading a profit improvement initiative in 5 countries.
- Contributed to the company's growth up to \$45M through the company acquiring licensees that I analyze in India and China.
- Collected \$300K in aged receivables identified during a balance sheet review.
- Accelerated reporting by 1/2 day by streamlining (from 1 day to 1/2 day) time to prepare consolidated variance analysis for 5 countries.

VINCENT ESPOSITO, CPA / MBA

- Raised \$5.5M on the sale of a company owned airport facility. Documented accounting and historical cost data leading to the sale of the property.
- Simplified financial reports facilitating management of countries in the Far East. Consolidated disorganized data into a crisp summary report.
- Ensured compliance with GAAP revenue recognition requirements for a new revenue source.

**Independent Financial Consultant, PSE&G and NUI TELECOM**

2002 – 2003 Completed due diligence acquisition review, prepared financial analysis, and prepared flash report and quarterly financial forecasts.

- Completed cost and volume variance analysis for service company operating costs.
- Completed a due diligence acquisition review of a \$6M company.

**Billing Services Manager, TELEPORT COMMUNICATIONS GROUP, acquired by AT&T** 1997 – 2001

Project managed cross-functional teams comprised of legal, regulatory, tax, accounting, customer service, billing, and other departments.

- Implemented a billing service generating \$2M in revenue. As part of the product management group, co-led a cross functional project teams from idea conception to implementation.
- Delivered system modifications to meet customer needs for new technologies.
- Resolved a billing dispute saving the company \$350K and implemented procedures to avoid future occurrences.

**Manager Finance and Operations, SOLIX, formerly NECA Services** 1988– 1997

(Bill agent for AT&T, Sprint and MCI responsible for \$180M annually)

Supervised a finance & operations team of 8 staff, analyzed business performance, prepared company budget, prepared financial forecasts, trend analysis, margin analysis, helped launch new business, implemented billing system, and strengthened internal controls.

- Facilitated \$180 million in annual revenue growth by establishing contract prices for all business lines.
- Awarded Employee of the Year for rescuing new system development project when the Project Director left the company. In his absence, and as Acting Director, completed the project on time and above specifications.
- Supported new product launches improving revenue by \$100M over 5 years. Prepared financial models for new businesses and new marketing campaigns.
- Created financial performance reports enabling the company meet or surpass their financial goals for 7 years.
- Improved effectiveness and productivity of staff. Coached and trained staff members resulting in the promotion of 3 from Assistant Managers to Managers.
- Improved the billing cycle time by 1.5 days and settlement statement reports by 2 days, by replacing outdated and unreliable billing system.

## EDUCATION AND LICENSES

Certified Public Accountant, Licensed, New York

M.B.A., Public Accounting, Hofstra University

B.B.A., Accounting Major, Economics Minor, Hofstra University