

EVAN GREGORY HERR

Mobile: 703.307.4474
E-Mail: evan@evanherr.com
Website: http://www.evanherr.com

Willing to Relocate: Yes
Willing to Travel: Yes
Time Willing to Travel: 100%
Security Clearance: DoD Secret
Years of Experience: 12.00 +

Summary:

Experienced and cleared professional supporting business operations and development through financial analysis and strategic planning in positions of increasing responsibility. Seeking a challenging position in the Greater Philadelphia Area requiring leadership, strategic planning, and creativity in support of financial operations and business development while providing the opportunity to lead financial transformation.

Professional Experience:

Vectrus Systems Corporation – Colorado Springs, CO (*Remote*)

06/2016 – Present

Vectrus is a leading provider of global service solutions with a history in the services market that dates back more than 70 years. The company provides facility and base operations; supply chain and logistics services; information technology mission support; and engineering and digital technology services primarily to U.S. government customers around the world. Vectrus is differentiated by operational excellence, superior program performance, a history of long-term customer relationships and a strong commitment to its clients' mission success. Vectrus is headquartered in Colorado Springs, Colo., and includes about 7,200 employees spanning 148 locations in 26 countries and territories across four continents. In 2019, Vectrus generated sales of \$1.4 billion.

Senior Finance Manager, Base Operations & Support Services

06/2016 – Present

- Provide financial leadership and oversight to portfolio and financial staff for a business area with annual revenue target of \$200M.
- Manage a geographically dispersed team responsible for all finance and accounting functions including: forecasting, budgeting, revenue recognition, working capital analysis, cost planning (indirect rate development/analysis), general ledger reconciliations, pricing for new business/change orders, and internal/external audit directives.
- Implement project controls to ensure internal and external compliance while introducing streamlined processes resulting in bottom line growth.
- Support special projects for corporate headquarter initiatives and program specific opportunities resulting in organic growth.
- Interface directly with senior directors and executive management on financial performance of programs.
- Implemented processes to lower days sales outstanding and days inventory outstanding while negotiating favorable payment terms with vendors to reduce overall cash conversion cycle.
- Introduced and integrated earned value management practices to identify areas with poor fiscal practices and opportunities for cost savings.

Harris Corporation - Herndon, Virginia

06/2008 – 05/2016

Harris Corporation is a leading technology innovator, solving customers' toughest mission-critical challenges by providing solutions that connect, inform and protect. Harris supports customers in more than 100 countries and has approximately \$7.5 billion in annual revenue and 21,000 employees worldwide. The company is organized into four business segments: Communication Systems, Space and Intelligence Systems, Electronic Systems and Critical Networks. Learn more at harris.com.

Finance Supervisor, Civil and Healthcare IT Services

08/2015 – 05/2016

- Provide financial management and oversight to programs and financial staff for a business area with annual revenue target of \$250M.
- Supervise and mentor a staff of 10+ geographically dispersed financial professionals in support of various program operations and pursuit activities.
- Manage and control indirect expenses of organization with 500+ employees (indirect labor, travel, training, bid and proposal efforts, etc.).
- Support the Vice President of Operations with achieving annual operating plan and on strategic management initiatives for company growth.
- Support VA, DHA, HHS, DHS, DOC, DOT, DOJ, and DOS account managers on risk management and mitigation plans.
- Provide guidance to program management leadership on identifying and capturing organic growth opportunities and cost saving projects.
- Lead and consolidate responses for identified selections of internal and external audit controls.
- Financial SME on integration related activities.

Senior Financial Analyst, Financial Planning & Analysis

10/2013 – 07/2015

- Provide consolidated financial analysis of an IT services business unit with annual revenue of \$700M.
- Maintain and analyze division forecasts for orders, revenue, profit, and cash flow.
- Forecast and analyze division financial statements, overhead expense models, and department budgets.
- Responsible for compiling the monthly and quarterly review packages for executive management and corporate board of directors.
- Provide key financial metrics, variance explanations, and risks/opportunities needing immediate attention of functional teams.
- Prepare the annual strategic growth plan for executive management.
- Maintain the Oracle Hyperion information system used for financial forecasting and reporting.
- Track and report operational improvement initiatives such as labor productivity, supply chain savings, restructuring savings, and cost of poor quality.
- Member of successful team responsible for migration a new business area into current division after corporate reorganization plan.

References and Project History Furnished Upon Request

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Program Financial Analyst, Healthcare P&L Lead

06/2008 – 09/2013

- 6,000+ hours of PMO support on various projects in the IT service management lifecycle.
- Manage the financial analysis and planning, reporting, and investment of a portfolio with annual revenue exceeding \$50M.
- Responsible for forecasting revenue, profit, and investment within +/- 5% of actuals.
- Developed detailed metric reports providing cost and schedule performance in addition to FTE productivity analysis.
- Improved program investment and cash flow by working with customers and vendors to create efficiencies and favorable terms.
- Streamlined operating processes and procedures to resulting in bottom line growth.
- Provided and presented presentations to senior management on program financials featuring cost, schedule, and investment performance.
- Developed pricing models, performed competitive analysis, and presented pricing reviews on new business opportunities.
- Led pricing and strategy efforts on winning proposals totaling \$100M revenue contribution over 2 years.
- Assisted in the development and documentation of division wide policies providing internal control of revenue and profit recognition.
- Key member of a PeopleSoft integration team for newly acquired business units tasked with the strategic planning, development, and documentation of process flows and procedures in efforts to ensure internal and external compliance.
- PeopleSoft Key-User: Provide annual training and guidance to ~100 functional area users, developed processes and procedures to increase system efficiency, and provide key reporting metrics to various support areas.

Key Skills and Expertise:

- Advanced proficiency in Microsoft Office Suite (Word, Excel, Access, PowerPoint, and Outlook).
- Advanced proficiency in Oracle PeopleSoft 9.0 in Contracts, Project Costing, General Ledger, and Reporting (querying) modules.
- Advanced proficiency in Oracle Hyperion Planning and Oracle Hyperion Smart View application for Microsoft Office.
- Intermediate proficiency in Oracle CRM (Customer Relationship Management).
- Intermediate proficiency in SpreadSheet Server application for Microsoft Office.
- Novice proficiency in Microsoft Dynamics
- Intermediate expertise in website and database development and design in HTML, PHP, MySQL, JavaScript, and CSS.
- Novice proficiency in Global Software Spreadsheet Server
- Key Skills: Strategic Planning, Creative Problem Solving, Business Analysis, Process Improvement, Partner and Vendor Management, Business Intelligence, Budget Management, Leadership

Education:

University of Delaware - Newark, Delaware 19711

08/2005 - 08/2009

- Degree: Bachelor of Arts

Activities and Honors:

- Harris Engineering Award in Cost Innovation, Harris IT Services – Veterans Affairs Wireless Infrastructure Installation **03/2014**
- Certificate of Recognition for Outstanding Support, Harris IT Services – US Department of Veterans Affairs **02/2013; 06/2013**
- Certificate of Recognition for Outstanding Support, Harris IT Services – US Department of State **08/2012**
- Certificate of Recognition for Outstanding Support, Harris CapRock Communications – Energy Solutions **03/2012**
- Certificate of Recognition for Outstanding Support, Harris IT Services – US Department of Defense **10/2011**
- Certificate of Recognition for Outstanding Performance, Harris IT Services – US Department of Defense **12/2010**