

# PAUL KEENAN, CPA, CMA

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*Credentialed financial professional with expertise in GAAP and managerial accounting, excellent financial analysis skills, and a proven record in implementing effective cost-saving initiatives*

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## PROFILE

Dynamic, results-oriented accountant with nearly ten years of experience that includes five years as a controller in a manufacturing environment. Top-notch CMA with demonstrated expertise in cost accounting, financial analysis, and financial reporting. Hands-on leader with open management style who is effective at creating a team environment. Accomplished negotiator with excellent relationship-building skills. Strong track record in implementing initiatives that improve financial operations. Respected financial advisor schooled in the use of EVA™ metric system to guide corporate decision-making. Driven by challenge and the opportunity for development; thrive in diverse, fast-paced settings.

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## PROFESSIONAL EXPERIENCE

AFFILIATES OF AMERICA, New York, New York

Jan 1998 to present

### **Assistant Joint Venture Group Controller**

Brought on to integrate financial operations of four affiliated companies with revenues totaling over \$800 million. Instrumental in building financial infrastructures and standardizing accounting procedures across all companies. Work closely with individual companies to prepare budgets and compile monthly and quarterly P&L forecasts. Coordinate monthly and yearly financial closing procedures.

- Served key role in the introduction, installation, and integration of new financial reporting system across four joint venture companies. Successfully migrated existing data into new system while bringing books into compliance with general accounting standards.
  - Introduced computerized production reporting, establishing a perpetual inventory system.
  - Instituted procedures that standardized operational reporting, simplifying calculations such as ROI, and allowing more accurate comparison between groups.
  - Identified best practices among units and incorporated them throughout affiliated companies.
  - Successfully lowered monthly closing time from 10 days to 3 days across all four companies through effective introduction and coordination of improved financial closing procedures.
  - Instituted use of FAS Asset Accounting software to manage all property, plant and equipment (PPE) with aggregate value in excess of \$72 million.
  - Created policies for the management and disposal of all capital assets to ensure assets are accounted for and charged to appropriate cost centers. Established new tracking system to simplify asset accounting.
  - Effectively negotiated property and casualty insurance renewals with brokers, leveraging prior experience in the insurance industry to obtain the most favorable rates.
  - Reported financial results based on the EVA™ metric system, calculating and presenting findings on a monthly and annual basis to provide financial data to enhance corporate decision-making.
  - Working closely with Big 4 audit firm, prepared supporting documentation, flux analysis for sales and inventory, fixed assets, accounts receivable and payables for both quarterly and year end audits.
  - Routinely develop clear, cohesive financial reports that identify opportunities for cost savings throughout joint venture companies.
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JOHNSON GROUP OF NEW ENGLAND, Greenwich, Connecticut

Nov 1997 to Dec 1997

**Assistant Vice President**

Acting as broker, worked closely with underwriters to negotiate acceptable financial terms for casualty insurance programs targeted towards Fortune 100 client companies.

- Negotiated programs for major clients, providing expert financial analysis related to loss-sensitive programs.
- Won major contracts through persistence and determined negotiating.

ACE INSURANCE CORPORATION, New York, New York

Jan 1994 to Nov 1997

**Account Executive – Actuarial Services**

Serviced Commercial Property & Casualty accounts in the National Account Department. Assessed underwriting data, prepared insurance specifications, negotiated premium, and made presentations to clients.

- Served as key member of team that serviced insurance portfolio worth \$1 million.
- Developed financial models for loss-sensitive/cash flow insurance programs and introduced spreadsheets to simplify data analysis.
- Designed computer training program for employees.

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**EDUCATION**

YORK UNIVERSITY, New York, New York

Bachelor of Science Degree in Accounting with concentration in Economics, May 1993

Post Graduation Education:

International Finance, Securities Analysis, Risk Management and Insurance, CPCU-7 Legal Environment, C/C++ Programming

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**CERTIFICATIONS & PROFESSIONAL AFFILIATIONS**

Certified Management Accountant (CMA), 2004

Certified Public Accountant, New York, 1995

Member, The Institute of Management Accountants, 2001 to present

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**COMMUNITY ACTIVITIES**

Member of the Board of Trustees & Volunteer Treasurer, Gentry Steering Committee, Yonkers, New York

- Manage books for this not-for-profit housing organization.
- Installed QuickBooks to automate accounting.

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**KEYWORDS**

Accountant, controller, assistant controller, financial management, financial analysis, cost analysis, budgeting, general accounting, cost accounting, financial accounting, GAAP, accounts payable, accounts receivable, auditor, financial reporting, asset management, CPA, certified public accountant, CMA, certified management accountant, Economic Value Added (EVA™) metric system, manufacturing