

# GREGORY M. JONES

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## CHIEF FINANCIAL OFFICER

Global Financial Projections ▶ Revenue & Business Expansion ▶ Strategic Analyses

**Enhancing Opportunities to Grow Revenue and Cut Multimillion-Dollar Costs in Global Markets**

*Incorporating global view of budget/planning projections through analysis of economic forces and trends*

**Strategic executive** recruited by CFO to drive improvements to financial health and cash flow, with extensive background in global and regional market analyses, operational improvement, cost control, and technology utilization at \$11B international firm. **Well-respected, ethical finance & marketing MBA** frequently tapped for high-level financial decisions, automation solutions, and core analysis of economic patterns. Able to relocate.

### FINANCIAL LEADERSHIP COMPETENCIES

Capital Strategies... Matrix Leadership... Financial Tools... Market Evaluation... Tax Situations  
Investor Queries... Financial Modeling... Automation Solutions... Business Forecasting... Pricing

#### Executive Career Highlights Include:

- ❑ **Free Cash Flow expansion to \$2B** with in-depth market practice, service, and regulatory analyses.
- ❑ **Recruitment as top candidate for CFO role** for Consolidated Mobile within Dominican Republic.
- ❑ **Strengthened revenue potential** with development of Global Invoicing Strategy.
- ❑ **\$30M savings by discovering revenue leakage** after taking lead to investigate billing discrepancies.
- ❑ **Improved profitability** with evaluation of global opportunities, statistics, and best operations practices.
- ❑ **Selection for high-profile team** negotiating \$1.5B partner-to-customer contract and annual agreement.
- ❑ **Creation of Business Data Center** as central source of business intelligence/strategic analysis.
- ❑ **Joint ventures developed** from matrix team collaboration to present price modeling to CEO/executives.

### PROFESSIONAL HISTORY

**Consolidated Business Services (CBS) of France Telecom**, Lutherville, Maryland, 1992—Present

*Rose through positions demanding strategic executive oversight of revenue opportunities, working capital, billing, and operational efficiency across all services, products, and 200+ countries, holding oversight of capital strategies, business analysis, and authority to develop global policies affecting cash generation.*

#### **HEAD OF GLOBAL CASH GENERATION PROGRAM – DIRECT REPORT TO CFO (2006–PRESENT)**

**Leveraged background in finance/business analysis to maximize working capital, create cash advantages, and manage tax situations**, managing 4 reports in Lutherville and Argentina plus indirect reports in A/R, A/P, Sourcing, Billing, and Business Units. Develop global policies, improving billing/systems against diverse global requirements, and optimizing processes and capital via technology upgrades. Negotiate supplier terms.

- **Slashed past due accounts 60%**, creating Global Sales Compensation Policy instrumental in focusing sales teams on collections issues. Developed commission-withholding structure plus follow-up measures.
- **Created first-in-kind billing strategy** to decrease risk in countries with currency devaluation issues, while maximizing collections and cash balances; assessed ramifications of contract terms inherited from mergers.
- **Closed gaps** in capital expense, supplier payment, and invoicing policies with contract standardization that addressed siloed cost/cash management practices originating from acquisitions.
- Expanded revenue opportunities and **cut exposure on margin fluctuations** from foreign exchange movements, driving Pricing Currency Optimization initiative to address currency for contract pricing.
- Improved cash position with strategic navigation of complex product/service terms and industry regulations; negotiated contracts with large-scale telecom carriers to extend payments.

**HEAD OF GLOBAL BUSINESS ANALYSIS (2004 TO 2006)**

*Promoted to lead quantitative analysis of complete business cycle including revenue growth and profitability, conducting opportunity modeling and presenting executives with comprehensive data for decisions on joint ventures. Analyzed strategic opportunities against revenue growth/profit potential and core business competencies. Supplied data for business projections. Supervised 4 Director-level reports and led matrix teams.*

- **Created business growth with zero investment**, proposing ventures with Sprint and others through quantitative business analysis for strategic opportunities.
- Facilitated strategic forecasting ability for Sales and Marketing, adding business intelligence capabilities with dashboard view of network activity. Defined data requirements and collaborated with IT teams.

**DIRECTOR / MANAGER, MARKET PLANNING & FORECASTING (1999 TO 2004)**

*Guided global-view planning and budget forecasting based on pipeline, projections, connections, and other data from all product lines. Managed virtual teams in international locales with dual Sales-Finance responsibility, adding statistical/forecasting tools to repertoire and supplying global view of budget and planning processes. Managed staff of 5.*

- Chosen as **1 of 5 employees among 5,000** to take influential role in negotiating large-scale contract with SITA to transfer from partner status to customer; designed \$500M annual agreement with assessment of pricing guarantees, contract length, SLAs, dependencies, business studies, and more.
- Secured \$24M revenue increase, enforcing contractual agreements.
- Championed high-profile contract negotiations and creation of automated toolsets, creating relationship with CFO through expert business analyses and statistical capability
- **Enabled key business decisions with modeling for case studies** and projected scenarios, plus gross margin, regression, and financial feasibility analyses for new product launches/market segments.
- Streamlined knowledge transfer for successor upon next promotion, developing measurement and forecasting toolsets that replaced traditional Excel calculations.

**SENIOR MANAGER, SOFTWARE DEVELOPMENT (1995 TO 1999)**

*Rose to prominence as Quality Award-winning leader with accolades for in-depth business expertise; managed teams supporting business-critical networking monitoring, messaging, and billing systems. Supervised development and deployment for web-based product projects, managing up to 12 global resources.*

- Won accolades for creating billing project of global, long-term impact that improved productivity.
- Administered vendor relationships for system/service contract performance.

**MANAGER, SOFTWARE DEVELOPMENT (1992 TO 1995)***Previous Experience:*

**SOFTWARE DEVELOPER, XYZ Telecom; PROGRAMMER, Conferencing Communications Innovations;  
EXECUTIVE ENGINEER, ABC Electricals Limited**

**EDUCATION**

**MASTER OF BUSINESS ADMINISTRATION** - Finance & Marketing  
Connecticut State University, Hartford

**MASTER OF SCIENCE** - Computer Science  
New Jersey Institute of Technology (NJIT), Newark

**BACHELOR OF SCIENCE** - Electronics & Tele-Communication Engineering  
Calcutta University

**EXECUTIVE BUSINESS PROGRAM** - University of California at Berkeley / Stanford University

**BUSINESS PROGRAM FOR EXECUTIVES** - Indian Institute of Management (IIM), Bangalore