
Personal Profile

- Revenue Controller at [REDACTED] Services in [REDACTED]
- Majored in Business Administration with a minor in Applied Economics

Education

Austin College – Sherman, Texas

Graduated May 2013

Major in Business Administration with a minor in Applied Economics

Captain and MVP of Austin College Tennis Team for 4 Straight Years

One of four Stock Portfolio Managers amongst 15 students for 3 years, valued over \$1.1 million

[REDACTED] High School – [REDACTED]

Graduated May 2009

3.2 GPA

Played Varsity Tennis all 4 Years, MVP and Team Captain my Senior Year

Experience

[REDACTED] (May 2015-Current) - [REDACTED] *is a privately owned Trucking/Waste/Industrial services company with Revenues over \$110 Million a year and 11 branches along the Gulf Coast from Baton Rouge to Corpus Christi.*

Revenue Controller

- Responsible for managing the entire AR Department which consists of a team of 10+ billing and collections personnel.
- Implemented a new billing and collections process over the course of a year that dropped our percentage of receivables uncollected over 90 & 120 days from 18% in June of 2015 to our company record low of 3% in June of 2016 on over \$14 Million in receivables.
- Responsible for all end of the month close processes on the revenue side including accruals, journal entries and write ups/financial statement analysis for Senior Management.
- Manage and audit internal profit and loss “trucking” reports weekly from 7 of our branches to identify more profitable routes for our drivers as well as making sure our billing information is in compliance with all of our contracts.

[REDACTED] (March 2014-May 2015) - [REDACTED] *is an waste management solutions company that provides oilfield services to major exploration and production companies such as Murphy, Marathon, & EP Energy. They were sold to a private equity firm in April 2015.*

Revenue Controller

- Responsible for the tracking and billing of over \$59 million in 2014.
- Strongly influenced and helped setup the AR process that is now implemented at all 5 branches. Revenue accrual as a whole for the company dropped from 51% in February to 7% by August.
- Traveled to our primary 3 branches (San Angelo, Carrizo, and Kenedy) weekly managing all the revenue and making sure it was accurate and invoiced in a timely manner within our customer’s guidelines.
- Worked hand and hand with the Procurement division and helped setup the PO process that is used to this day.
- Responsible for sending out daily branch accrual and profit/loss reports.

[REDACTED] (May 2013-March 2014)

Analyst

- Responsible for the tracking and billing of over \$2.7 million dollars a month.
- Developed systems for tracking employee’s billable VS non-billable hours to keep payroll down.
- Saved the company over \$50,000 in otherwise lost revenue that was never accounted for.
- Did extensive profit/loss analysis on all lines of business, identifying breakeven points and this eventually led to me helping set up all of the pricing for our major contracts.

Activities

Enjoy golfing, hunting, fishing, watching sports and spending time with my family and close friends.