

Andy R Ross

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PROFESSIONAL PROFILE

Accomplished Business Operations Leader with extensive record of success using expertise in the following areas: Financial Operations, Business Operations, Human Resources, Business Analysis, Business and Financial Reporting, Budgeting and Forecasting, Customer Service, Project Management, Process Re-engineering.

PROFESSIONAL EXPERIENCE

Management Consultant

andyross.com | Santa Fe, New Mexico

2018 – Present

While working on completing my degree, I am helping New Mexico companies with their operational software and processes. The systems include financial reporting, ERP, purchasing, and of course Microsoft Excel. I am working through integrations between systems, resolving errors in reporting, building new reports, training, and general software administration.

Senior Intacct Consultant

BT Partners | Chicago, Illinois

2018-2019

Using my experience with Sage Intacct accounting software, I joined BT Partners to help client implement and leverage the Sage Intacct system. While I enjoyed my time with BT Partners, I determined that this role was not the best use of my skills.

Senior Vice President of Finance, North America

accesso (formally Siriusware, Inc.) | Taos, New Mexico

2011-2017

I was hired as the Controller to replace the retiring CFO and was promoted to CFO after 5 months. I was responsible for all financial operations including accounts receivable and payable, monthly and annual close, budgeting, forecasting, preparing financial statements, managing ESOP valuation, managing the audit process, annual tax preparation, and managing banking relationships. I revised several processes to reduce errors and increase efficiencies in the month end close, time and expense reporting, and in software revenue recognition. I implemented the Avalara AvaTax solution for managing sales tax.

Siriusware was acquired by accesso Technology Group in late 2013. I led the financial aspect of the transaction and due diligence. My CFO title was dropped after completion of the acquisition and was promoted to Senior Vice President of Finance North America for accesso. I managed the day-to-day financial, payroll, and Human Resource operations for accesso's North American business units. I successfully consolidated and standardized accesso's companies' financial processes and policies. I moved all companies from QuickBooks to Sage Intacct for accounting, Nexonia for expense management, and ADP for payroll processing. I also led the effort to combine three 401k plans into one unified plan.

Business Unit Controller

Trimble Navigation Ltd. (Formally QuickPen Intl.) | Englewood, Colorado

2002-2011

I was recruited to restart QuickPen's telemarketing effort. After implementing data management, scripting, and process control, telemarketing-sourced sales generated over \$2.5 million in the first full year.

I was shortly assigned the Sales Operations department shortly. In reviewing the errors and delays in order processing, I implemented several changes including replacing the Excel-based proposal generation with a SalesLogix based solution and building closer integration between SalesLogix and internal systems. These steps reduced processing time by 2 hours per order and errors from 21% to 3% in six months.

After my successes in Sales Operations, I was promoted to Director of Administrative Services. This increased my responsibilities to include all Financial functions, Human Resources, Sales and Financial reporting, vendor management, and order fulfillment. Through this and effective cash and expense management, Net Operating Income increased for four straight years.

During this time, we transitioned our sales management software from SalesLogix to Salesforce.com. I managed the Salesforce.com platform after completing admin training.

QuickPen was purchased by Trimble Navigation Limited in 2009 and my role transitioned to Controller for the QuickPen business unit. During this time, I successfully led the projects to fold QuickPen's legal entity into Trimble's, the transition from Solomon accounting to Oracle Financials, incorporate QuickPen's internal ERP system into Oracle Financials.

PRIOR EXPERIENCE

Senior Management Consultant for a boutique consulting firm primarily serving the insurance industry.

Customer Group Manager for a software company specializing in software for telecommunications companies.

Director of Information Systems for one of the original alternative long-distance companies.

EDUCATION

Bachelor of Science, Accounting

Western Governors University | Salt Lake City, Utah

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SOFTWARE QUALIFICATIONS

Strong Microsoft Office, Excel Wiz, OneNote, Word, PowerPoint, Sage Intacct, SharePoint, Slack, Trello, Crystal Reports, Salesforce.com, Avalara AvaTax, Windows and Mac OS.