

**Brian F. Johnson, M.S.**

**415.726.9452**

**brianfjohnson100@gmail.com**

**Senior Financial/Business Analyst**

<http://www.linkedin.com/in/brianfjohnson>

*I have 20 years of experience in business analysis, systems implementation, developing process improvement programs, & delivering training to organizations. I am proficient as a liaison among cross-functional teams in order to meet agreed parameters (scope, time & cost). I specialize in process transformation utilizing Excel's VBA, SQL, Tableau, Analytics, & [Salesforce.com](https://www.salesforce.com) (Passed SFDC Certified Developer & Administrator Tests).*

**PG&E Senior Financial/Business Analyst  
(Contractor)**

**Second Tenure, February 2020 – Present**

**First tenure, January 2016 – December 2016**

- I act as a liaison between the IT development group & business units for development, enhancement, & implementation of new &/or existing systems by managing an \$18 million budget consisting of 17 projects
  - Redesigned the process behind the department's FP&A reporting, by creating a weekly check-in cadence, for the program managers, that presented financial forecasts & dashboards, & indexes, which resulted in a 23% decrease in monthly & a 13% decrease in quarterly variances
  - By automating the data acquisition process, I provided data solutions that informed Senior Management on performance metrics for multiple business functions using SAP, VBA in Excel & Ariba, this restructuring, enabled information to be updated instantaneously, eliminating what was a four hour preparation process that required 3 person role involvement to 1
  - Migrated the creation of KPI Metrics, that required 20 labor hours to create & disseminate in Excel to a process that requires 2 hours to create in Tableau
  - Created process flows, "How To" documentation & video training sessions on department procedures This eliminated approximately 40 hours of one-on-one knowledge transfer & provide an ongoing comprehension informational transfer method that continue to be augmented
  - Designed & implemented a Salesforce training curriculum on Reports & Dashboards administered to > 200, this training lead to a decrease of 27% in support tickets to PG&E's Salesforce support desk
  - Created Financial Models that defined: NPV, IRR, ROI, Profit, Debt-to-equity, working capital & break-even points for loans based on Quasi-Monte Carlo simulation models as a sensitivity models that determined the weight of inputs, this model was used to approve > \$100 million in loans

**Net App Senior Financial/Business Analyst (Contractor)**

**October 2017 – January 2020**

- As a Business/Financial Analyst, I was responsible for the planning, & implementation of the CIO's Strategy
  - Devised & Performed as the Project Manager for the implementation of a Mobile Application that reported Financial & Operational Statistical Data Analysis to C-Suite Management; this tool supplanted a verbose manual updating & distribution process and enable an FTE to be reallocated
  - Centralized the reporting process by using Hyperion's Essbase, I built data queries that tracked both capital and expense expenditures per department, this resulted in directors/managers receiving weekly reporting indicating where their actual v. budgeted spend was on a weekly, monthly & quarterly basis
  - Performed IT Financial Planning using Hyperion's AOP Tool, for \$200 million; improved the oversight strategy that exposed unexpected expenses & risk analysis resulting in never missing the 5% plus/minus the quarterly budget variance
  - Helped ensure successful corporate finance rhythmic (forecast, quarterly business reviews, mid-quarter reviews, etc.) through coordination & communication with the organization by implementing Dashboard visualization tools, one-on-one weekly check-in sessions & end of month meetings
  - Drove deliverables & set goals, plans & schedules, that closely monitor project/program execution, propelling issue resolution & accepting the responsibility for ensuring successful achievement, these actions lead to a decrease of 14% in staff extra hours worked for quarter end reporting
  - Analyzed the needs of functional departments, provide various analyses & reporting, provide testing support for IT rollouts & processes, & develop new & modify reporting packages
  - Developed & manage the IT reporting packages; Drive the next generation annual planning process & tool development; PowerPoint, Automate Excel & create Tableau Reports
  - Functioned as a liaison between the IT Finance Planning & Business Development & contribute to strategic & tactical project deliverables while fostering & implement process improvement initiatives that provide department improvements

**Chevron Oil Senior Financial/Business Analyst  
(Contractor)**

**Second Tenure, January 2017 – September 2017**

**First Tenure, August 2013 - February 2014**

- Implemented two systems (Asset Tracking & Asset Cost Allocation for labor, assets, & hard/software)
- Migrated multiple BUs on the SAP Platform to [Apptio](https://www.apptio.com); Collaborate w/solution consultants, tech leads & business SMEs; Implemented [Apptio's](https://www.apptio.com) Cost Transparency Financial System, enabling Business Units to track IT Spend pertaining to Labor,

**Internal  
Public**

Vendors, Projects, Fixed Assets, & their utilized Applications based on their associated Cost Centers enabling the organization to do internal/external cost comparisons

- Lead communication between human resources, finance, accounting & other key Project Stakeholders reg. costs metrics
- Created & implement testing & validation efforts w/business SMEs & troubleshooting gaps that resulted in a 17% reduction in data transfer errors
- Coordinated & conducted more than 25 training seminars (companywide) that enabled the adoption of functionality
- Present complex financial models in a communicating the project's cost savings to non-technical/financial audiences
- Oversaw the creation of process documentation including functional requirements, business process requirements, technical design document, process flows & data migration specifications
- One of three business analyst who created a fixed and human asset tracking tool that contributed to a department costs savings of > \$25 million

**Rocket Fuel Inc. Programming Analyst (Contractor)**

**January 2015 – December 2015**

- Functioned as a Business Developer
  - Wrote code, in Excel's VBA, (using SQL extracts) that migrated sales data to move seamlessly among multiple sources; Eliminated manual processing & decreased the data error rate to less than 5% from a previous error rate of 30%+; Improved several data migration processes from an average of 1 week to an average of 4 hours, increasing migration frequency from a monthly process to a weekly process; Translated complex formulas using Excel-based VBA to design, analyze, & deploy

**NTT Centerstance Senior Business Analyst**

**March 2014 – December 2014**

- Served as primary resource on 5 Accounting & PSA systems projects for \$500K to \$1M business conversion engagements for clients' with 25-100 [FinancialForce](#) user licenses for this 6th largest global IT service firm. Delivered on time & within budget.
  - Functioned as external system administrator during first stage of operation
  - Performed ad-hoc financial analyses on \$50M to \$100M dollar business processes
  - Trained/supported end-users on Salesforce's Platform & Financialforce.com's accounting functionality; Identified more than 20 training opportunities & coordinated with internal teams to develop & deliver enablement tools & created an uploading process to populate 3 PSA migrations
  - Automated data migration among 3rd party vendors, proprietary systems & [Salesforce.com](#) (by way of APIs); Created process designs & produced visual flow diagrams & acted as the primary resource for both technology & business groups by re-engineering technical processes for greater efficiencies automating case management process

**Salesforce.com Senior Business Analyst (Portfolio Planning)**

**February 2011 – August 2013**

- Achieved more than 13% cost savings & a 80-90% workforce utilization for Technical Operation's \$50M budget executing enterprise-wide Agile development projects for new features/bug fixes via 3/year releases per year
  - Attained more than 50% reduction in project metrics definition time; Tracked, analyzed, & implemented over 150 enhancements; Improved by 23% employee work output level, maintaining clearly defined & monitored utilization rates
  - Decreased to 5% from 20% projects missing completion targets/& d& Decreased information request time by 67% from 3 hours to 1; Enabled informational flow to > 500 users eliminating requests on team resulting in a \$90K monthly time saving

**UC BERKELEY**

**San Francisco, CA**

***Professional Sequence in Database Management Systems***

**GOLDEN GATE UNIVERSITY**

**San Francisco, CA**

***Master of Science in Finance***

- *Thesis: A Quantitative Analysis with an Emphasis on Investments*

**SAN JOSE STATE UNIVERSITY**

**San Jose, CA**

***Bachelor of Science in Business Administration***

- *Concentration in Accounting & Finance, Minor in Economics*

**CERTIFICATIONS & EXECUTIVE EDUCATION ACCOMPLISHMENTS**

- SFDC Certified Force.com Developer
- SFDC Certified Administrator
- Certification in Virtual & Cloud Computing
- Professional Series in Database Management
- Passed both Series 7 & 63 Exams
- Passed the Level I Test in the CFA Program

**TECHNICAL SKILLS**

- **Languages:** Proficient in VBA & SQL; one year of studying Java; studied: HTML, CSS & JavaScript
- **Software** Salesforce.com, Hyperion, SAP, Ariba; MS Office Products: Excel, Word, Access, PowerPoint Outlook, Project, Visio, SharePoint & OneNote, and Google Suite & the BI Tools: Power BI & Tableau

**Internal  
Public**

# BRIAN JOHNSON, M.S.

- San Francisco, CA, USA

## Contact Information

- brianfjohnson100@gmail.com (Preferred)
- johnsonf.brian@sbcglobal.net
- 4157269452 (Preferred)

## Summary

Senior Business Financial Analyst at Net Applications

## Work History

### Total Work Experience: 23 years

- **Senior Financial/Business Analyst (Consultant) | Wells Fargo Wealth Management Division**  
Oct 01, 2009 - No End Date | San Francisco CA United States
- **Senior Business Analyst**  
No Start Date - Mar 01, 2015
- **Senior Financial Analyst (Consultant) | Progress Investment Management**  
Jan 01, 2009 - May 01, 2009 | San Francisco CA United States
- **Senior Financial Analyst/Backup I.T Support | Brownson, Rehms, and Foxworth Inc**  
Apr 01, 2006 - Oct 01, 2007 | Menlo Park CA United States
- **Senior Business Analyst | NEWTON PARTNERS**  
Mar 01, 2001 - Apr 01, 2004 | San Francisco CA United States

- **Senior Business Analyst/Trainer | Advent Software Inc**  
Jul 01, 1997 - Mar 01, 2001 | San Francisco CA United States
- **Senior Business Analyst | Salesforce.com**  
No Dates Provided | San Francisco CA United States
- **Senior Financial/Business Analyst (Consultant) | BlackRock & Legato Capital Management**  
No Dates Provided | San Francisco CA United States

## Education

- **Bachelors**, No Dates Provided | San Jose State
- **Masters**, No Dates Provided | Golden Gate

## Skills

- **financial forecast** | 15yrs | 2020
- **data migration** | 14yrs | 2020
- **financial planning** | 14yrs | 2020
- **quantitative analyst** | 14yrs | 2020
- **business process** | 11yrs | 2020
- **leadership** | 3yrs | 2020
- **npv** | 15yrs | 2019
- **cross-functional** | 2yrs | 2019
- **process reengineering** | 1yrs | 2018
- **finance** | 15yrs | 2017
- **microsoft excel** | 15yrs | 2017
- **financial** | 15yrs | 2017
- **accounting** | 10yrs | 2017
- **data collection** | 10yrs | 2017
- **documentation** | 10yrs | 2017
- **reporting** | 10yrs | 2017
- **business analysis** | 6yrs | 2017
- **crm** | 6yrs | 2017
- **database administration** | 5yrs | 2017
- **etl** | 5yrs | 2017
- **sql** | 5yrs | 2017

- **qa** | 3yrs | 2017
- **gap** | 3yrs | 2017
- **dashboard** | 2yrs | 2017
- **training** | 2yrs | 2017
- **vba** | 2yrs | 2017
- **salesforce.com** | 4yrs | 2016
- **automation** | 3yrs | 2016
- **tableau** | 2yrs | 2016
- **microsoft office** | 15yrs | 2015
- **microsoft access** | 10yrs | 2015
- **management** | 1yrs | 2015
- **css** | 1yrs | 2015
- **html** | 1yrs | 2015
- **java** | 1yrs | 2015
- **budget** | 4yrs | 2014
- **planning** | 2yrs | 2014
- **forecasting** | 3yrs | 2013
- **cost reduction** | 3yrs | 2013
- **metrics** | 3yrs | 2013
- **agile** | 2yrs | 2013
- **requirements elicitation** | 2yrs | 2013
- **equities** | 15yrs | 2007
- **financial analysis** | 2yrs | 2007
- **corporate finance** | 0
- **data analysis** | 0
- **investments** | 0
- **outlook** | 0
- **project management** | 0
- **sharepoint** | 0
- **visio** | 0
- **quantitative**
- **access**

## Work Preferences

- Likely to Switch: Unlikely
- Willing to Relocate: No
- Travel Preference: Up to 75%
- Work Authorization:
  - US
- Work Documents:
  - US Citizenship
- Desired Hourly Rate: 70+ (USD)

- Desired Salary: 125000+ (USD)
- Security Clearance: No
- Third Party: No
- Employment Type:
  - Contract - Corp-to-Corp
  - Contract - W2
  - Contract to Hire - Independent
  - Full-time
  - Contract to Hire - W2
  - Contract to Hire - Corp-to-Corp

## Profile Sources

- LinkedIn: <http://www.linkedin.com/in/brianfjohnson>
- Dice:  
<https://www.dice.com/employer/talent/profile/428d444ae71bb39b260e23396346f936298d8670>
- Indeed: <https://indeed.com/r/0487aa1773d083dd?sp=0&co=gb>