

# Robert W. Dominguez

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## Summary

Versatile and accomplished senior level finance executive with a robust background employing critical thinking and analytical skills. Proven history as a financial analyst reviewing various types of data to support market analysis and strategic planning. Applies perseverance and dedication to meet team and corporate goals and eager to leverage expertise in profitability increases and process optimization to drive improved sales strategies. Strong aptitude for formula development and information analysis that improve efficiency and performance.

## Skills

- Highly proficient in Excel and Microsoft products
- Advanced Financial Analysis
- GAAP Accounting
- Team leadership and collaboration in person and remote
- Knowledge of NetSuite, HFM, Essbase, Tableau and Domo
- Analyze, interpret, and communicate insights of large datasets
- Improve processes in ways that add value
- Strategic thinker with sound business judgement
- Confidence in working with C-Suite
- Simplification of complex issues

## Work History

### ***Senior Financial Analyst***

**Oct. 2019 – Present**

Castle Biosciences, Inc, Friendswood, TX

A skin cancer diagnostics company with \$55+ million in sales and 125+ employees. Responsibilities include working with various departments to improve their processes and efficiencies, developing ad-hoc reporting and analysis for internal and external review, and preparing materials for revenue recognition.

- Achieved all aspects of the company's revenue reporting and analytics including preparing revenue schedules and materials for financial reporting and audit purposes.
- Reduced the gross to net revenue recognition process from 8 hours to 1 hour with improved accuracy that implemented formulas in place of manual data manipulation.
- Completed in-depth analysis of collections and adjustments to accounts receivable by multiple product, customer and geographic groupings.
- Collaborated in the development and roll out of automating the revenue recognition and other downstream processes using Domo, a BI and database tool.
- Improved the accuracy of Net revenue by updating the Gross to Net percentage calculation.

### ***Lead Finance and Accounting Analyst – Business Unit Accounting***

**Feb. 2016 – Oct. 2019**

BMC Software, Inc, Houston, TX

A multi-national IT Solutions and management (including SaaS) company with 5000+ employees with annual sales of over \$2 billion. Responsibilities included being the point person for all financial analysts in understanding and explaining accounting process to business and sales leaders, working with finance executives to optimize intra-company processes, while working to increase engagement in BMC related initiatives.

- Successfully expanded the role to become a company-wide cross-functional position managing a team and serving as the main contact between the finance and accounting groups.
- Created and/or updated a multitude of processes and review tools that dramatically increased efficiency and accuracy of financial activated and saving over 20 hours per month (Re-Classes, PO Accruals, FACC Mapping, Fieldglass, AWS, P-card, Close Calendar).
- Evaluated bookings/revenue/expense actuals to forecast using a day over day tool and analyzing variances and accuracy.
- Met periodically with upper level management providing feedback on quarter close improvements and necessary updates to expense rules and allocation philosophies to match business headcount plans.
- Prepared the Revenue Analytics Package (Rev Pack) quarterly for the Corporate Finance team and owners. With the ASC606 roll-out, redeveloped the Rev Pack adding in tools to increase accuracy and efficiencies of the process and decreased turnaround from 10 days to 3 days.

- Coordinated with multiple accounting groups in their ASC606 restatement process performing a deep dive comparative analysis to provide financial performance insight to finance management.
- Working knowledge of Oracle, HFM, Essbase, and Tableau. Highly proficiency in Excel and Microsoft products.

### ***Senior Accountant – Commissions Accounting***

**Oct. 2014 – Feb. 2016**

BMC Software, Inc, Houston, TX

- Analyzed data and performed extensive financial analysis and forecasting of commissions expenses associated with license and maintenance sales transactions.
- Assisted in the monthly calculation of both the gross and net commission expense and deferrals and prepared the associated journal entries.
- Reconciled month-end general ledger account balances to various sub-ledgers and resolved any variances.
- Created and updated policies and procedures for the management of commission accounting that resulted in quicker and more accurate production of required journal entries and other reports.

### ***Staff Accountant***

**Aug. 2013 – Oct. 2014**

Schmuck, Smith, Tees & Co., Houston, TX

A small, 8 person CPA firm catering to high net worth individuals

- Interim Accounting Manager for a publicly traded oil and gas company.
- Advanced knowledge of QuickBooks, working knowledge of OGSys oil and gas accounting software.
- Analyzed business operations, trends, costs, revenues, financial commitments, and obligations, and summarized current financial status by preparing balance sheet, profit and loss statement, and other reports.
- Prepared individual, corporate, and partnership tax returns, ensuring compliance with payment, reporting and other tax requirements.
- Answered accounting procedure questions by researching and interpreting accounting policy and regulations and advised management about issues such as resource utilization, internal controls, tax strategies, and the assumptions underlying budget forecasts.

## **Education**

Master of Science in Accounting – Southern New Hampshire University, June 2014

Bachelor of Arts in Psychology – University of Texas – San Antonio, August 2000

## **Previous Notable Work History**

### ***Owner***

The Restaurant Mentor Consulting Group and “That Taco Shop” restaurant

### ***Chief Operating Officer***

GreekTown Restaurants, Ltd