

# Beau Safken

## Business Analyst

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### ABOUT

Strive to build products that solve problems, deliver excellent customer service, and save the company money. Work effectively across functional teams, streamline the workflow processes and systems, and enable data driven decisions.

### EXPERIENCE

#### **Product Analyst, Merchant Services**

##### **D+H Corp**

San Francisco CA

Aug 2016 - Present

Instructing management and other functional team members about SCRUM and how to best ready the team for the waterfall to SCRUM transition set for 2017.

Updating current UI for optimized layout, functions and improvements for NetCapture Software for banking and financial services clients.

Layout documentation and process flow for migration of all customers from Java based hardware to Microsoft Scanner Services software for all MICR readers used with D+H Systems.

Gathering functional requirements for adhoc reporting as needed for customers, and ensuring data quality by validating system outputs.

#### **Business Analyst, Finance Systems**

##### **SolarCity**

San Mateo, CA

2015 - Mar 2016

Designed and successfully implemented inner company payment application to allow 10,000 loans and 170,000 leases to be processed in the same system.

Currently leading solar rebates and performance based incentive financial tracking/processing system project for over 180,000 customer accounts.

Daily coordination with 25 engineers reviewing features, making decisions on project priorities and validating new features within an agile development environment.

Continuous monitoring of 3 different financial systems for stability and resolving issues in a timely manner.

Report verification and improvements ranging from financial reports to order to cash reporting.

Impromptu projects as needed for new contracts, projects or management objectives.

#### **Business Analyst**

##### **SAP - Success Factors**

South San Francisco

2013 - 2015

Led upgrade of revenue recognition, contract management and order to cash systems from SAP BMI (Buyer Managed Inventory) to SAP CRM/CMS systems running \$200M in revenue.

Created upgrade plans, testing documents, process documentation and user training for a team of 80+ members comprised of finance and product specialists.

Increased billing efficiency by 200% by reducing time required to invoice and collect from customers by removing duplicated tasks within the billing process.

Monitored financial operation systems for up time, support and compliance with company/SOX policies.

Coordinated geographically dispersed grey-box testing AP/AR/Revenue teams in Europe, Asia and

North America.

**Senior Revenue Analyst**

**Cox Digital Solutions**

South San Francisco

2008 - 2013

Built automated order to cash processing system for billing and publisher payments that reduced DSO from 120 days to 60 days, and error rates dropped from 20% to 1%.

Drove ad hoc reporting and order to cash management for 220 customers and vendor accounts totaling \$20M.

Verified credit terms and conditions in pre-sales negotiations for new network/media contracts exceeding \$50K, and validated projected revenue for existing contracts.

Directed finance operations for mobile advertising unit, offered operational recommendations, worked with mobile team, cross-channel reporting and demonstrated proper financial processes.

Managed one finance full time staff that validated RFP's and orders.

**Sales Reporting Analyst**

**Ubisoft**

San Francisco

2007 - 2008

Generated daily sales reports of Steam/ Xbox Live sales, accounting and management to confirm delivery goals, sales quotas and project budgeting.

Consolidated cash collections on a portfolio from \$5M to \$800K in 3 months using access database to organize problem accounts for collection team.

Maintained audit files for contracts, billing, proof of deliveries, and customer records.

**Cash Applications/Process Analyst**

**CBS Interactive**

San Francisco

2006 - 2007

Recovered and resolved \$180K+ in misapplied/mislabeled cash due to incorrect labeling for country specific GL coding and product lines.

Lowered 50% unapplied cash from \$3.2M to \$1.6M by pairing customer accounts and invoices from multiple CNET entities into one integrated system.

Created a new system for managing cash receipts that leveraged automated lockbox and used NATCHA file for paying publishers to eliminate redundant manual processes.

**EDUCATION**

**University of Colorado at Boulder**

**B.S. in Accounting**

2000 - 2004

**SKILLS**

Microsoft Dynamics, Peoplesoft, Oracle 10.i

SAP on-premise, BYD, CRM, Salesforce Admin

HTML, SQL, Python, Excel - Advanced, Jira

Order to Cash Processes and Procedures

DFP, Amobee, Atlas

Toastmasters - 8 years

Youtube Channel - 107k Subs/1M views monthly

**CONTACT**

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