

# **FAISAL SHAHZAD**

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## **OBJECTIVE**

To work in a high-energy and challenging business environment that will promote professional and personal growth while adding significant value to my employer.

## **CAREER HIGHLIGHTS**

More than seven years of diversified experience with Fortune 500 Companies in accounting, budgeting, financial analysis, accountability analysis, revenue forecasting, client coordination, operations' planning, research, contracts' monitoring, building valuable customer relationships, and client profitability analysis. Prepared high level management reports for executive decision-making. Excellent analytical, oral and communication skills, keen perception, good team player, and accomplished result-oriented employee.

## **PROFESSIONAL EXPERIENCE**

### **Affinion Group, 100 Connecticut Avenue, Norwalk, CT 06850**

[www.affiniongroup.com](http://www.affiniongroup.com)

#### **Client Reporting Analyst (June 06-Present)**

- Prepare monthly commission forecasting for high profile Affinion clients such as Citibank, Bank of America, Royal Bank of Scotland, Peoples Bank, US Bank, Wells Fargo and a couple of smaller clients.
- Analyze the variances and produce a memo with monthly commentaries.
- Provide analysis and support to our sales team with ad-hoc reporting, Insurance pro-formas, active member reports and solicitation-participation reports.
- Run hurdle models for new campaigns as part of client profitability team and provide feedback with inputs, comments and suggestions by changing variables such as marketing cost, premium cost and member cancel rates etc. It also requires cross-departmental inputs and support from strategy team, business intelligence, sales and accounting.
- Present "commission accuracy presentation" on quarterly bases to VP client profitability and CFO.
- Heavily involved in ongoing commission forecast model automation in excel which will save time preparing commission forecasts and increase forecast accuracy.
- Competitor analysis.

### **Elizabeth Arden Inc., 200 First Stamford Place, Stamford, CT 06902**

<http://corporate.elizabetharden.com>

#### **Financial Analyst (Feb 05- May 06)**

- Analyzing and reporting results for the Elizabeth Arden EA) Mid-Tier business (mainly JCPenney and military customers), part of the Department Store Fragrance Group Business Unit (DSFG).
- Assisting in the development of the annual budget.

- Tracking all actual expenses against approved budgets.
- Reviewing and justifying all sales and marketing accruals relating to this SBU.
- Working across departments to develop forecasts on a bi-monthly basis.
- Preparing monthly commentary to explain variances to budget and prior year.
- Analyzing promotional spending.
- Supporting sales and marketing with financial analysis and reports.

### **Operation Analyst (May 2003 – Jan 05)**

Overall management and analysis of account receivable operational deductions. Responsible for reducing accounts receivable write-offs, analysis and resolution of client pricing disputes, implementing policy and procedures to eliminate reoccurring collection issues, negotiating client settlements, evaluation of collection policies at main distribution facility and daily reconciliation of general ledger accounts.

- Recovered over \$2.5mil in ‘lost’ revenue.
- Reduced day’s sales outstanding (DSO) from 70 to 55 days on assigned items.
- Decreased bad debt write-offs by 47%
- Increased overall collection department efficiency by developing and implementing a daily account progress/activity monitoring system
- Month end close.

### **Accounts Receivable Analyst (March 2001 - May 2003)**

- Using mainframe-based systems and software, prepare financial and business-related analysis in the area of Accounts Receivables.
- Responsible for the monitoring and negotiation of cash flow and payment cycle patterns, account reconciliation and the review and release of customer orders.
- Complies and prepares computer-generated reports, graphs, and charts of relevant data for assigned account portfolio. Assist in the developing of business policies, conducts special financial and business-related studies and cooperates with other departments in the preparation of account analyses.
- Evaluate credit limits, clear off deductions and track invoices.
- Daily Account Receivable Balancing to General Ledger.
- Developed standardized spreadsheets for the analysis of accounts receivables functions.

### **Sound Financial Technologies, 1 Dock Street, Stamford, CT 06902**

#### **Business Intern (June 2000 - December 2000)**

- Designed, developed and updated website.
- Handled the logistics for potential customers coming on site to test and evaluate Company’s products.
- Conducted research for improved marketing of website and software products.

## **EDUCATION**

#### **University of Bridgeport, Bridgeport, Connecticut**

MBA in Finance, 2005

#### **University of Bridgeport, Bridgeport, Connecticut**

Bachelor of Science in Business Administration, December 2000

Major in Management Information Systems

## **COMPUTER SKILLS**

Cognos, Hyperion, BRIO financial, Truecomp, Funnel, Artemis, Business Objects, JBA AS400 accounting and operations systems, Excel, PowerPoint, Word, FoxPro, Front Page, SwishMax, Showcase database query tools, email tools and Internet experience.

## **AWARDS**

- University of Bridgeport's Academic Scholarship.
- Awarded Dean's List, outstanding performance