

# Robert NICHOLLS

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## Financial Management

Robust Financial Controls |  
Performance Analysis | Financial  
Reporting & Compliance

## Cash Flow Management

Budgets & Forecasting |  
Procurement Management |  
Variance Analysis

## Strategic Leadership

Workforce Engagement |  
Capability Development |  
Performance Management

## VALUE OFFERED

- **Commercially astute, detail-focused senior financial management CPA professional** offering 18+ years' high-level experience with substantive national and international organisations which has equipped me with the skills to take on a broad suite of responsibilities to facilitate business decision making by way of managing cross functional operations including finance, human resource, administration and supply chain management.
- **Demonstrated expertise in managing and leading finance teams**, driving a high-performance culture, and developing financial and business strategies, systems and controls which contribute to increased revenue, business process improvement, and improved debtor control.
- **Effectiveness in any senior accounting management role** is enhanced by highly developed conceptual, analytical and problem-solving skills; exceptional interpersonal and communication skills with the ability to build positive relations across the organisation and key stakeholders.
- **Highly developed technical expertise (detailed below)** supplemented by specialised knowhow in areas including research and analysis, scripting and programming, statutory and legislative interpretation, complex problem solving, project management, and continuous improvement.

## AREAS OF EXPERTISE

**Financial Reporting and Analysis (FR&A):** Budgets/Forecasting | Performance Evaluation | Variance Analysis | Financial Modeling | Data Visualization | Trend Analysis | Business Partnering | Business Reporting Packs | Risk Assessment | Key Performance Indicators | Compliance

**Management Accounting:** EOM/EOFY Reconciliations/Reporting | SG&A Budgeting/Forecasting | Portfolio/Overhead Accruals | Assets Management | Procurement Management | Inventory Accounting/Management | Project/Contract Costing | Strategic Advice

**Technical Skills:** Microsoft Office (advanced Excel including Pivot Tables, VLookups, Macros and advanced PowerPoint) | Business Intelligence | BI Tools (Qlik Sense, QlikView, Crystal Reports) | SAP | GOF (Orbis/AS400) | Pronto (ERP) | SAP | Great Plains

## EDUCATION

<b>Certified Practising Accountant (CPA) Accounting and Finance</b>   CPA Australia	2009 - 2014
<b>Master of Professional Accounting</b>   The University of Sydney	2003 - 2005
<b>Bachelor of Commerce (Accounting and Finance)</b>   The University of Sydney	1998 - 2001

## EXPERIENCE SUMMARY

<b>Group Financial Controller</b>	ABS Global Group – ABS Australia	01/2016 – Present
<b>Senior FP&amp;A Analyst/Controller</b>	ABS Global Group – ABS Australia	10/2011 – 12/2015
<b>Accountant</b>	LNJ Capital Pty Ltd	05/2005 – 08/2011
<b>Accountant</b>	ABCD Chartered Accountants Pty Ltd	04/2002 – 05/2005

## EXPERIENCE

### Financial Controller – APAC Region

01/2016 - Present

#### ABS Global Group – Australian Operations | North Sydney, NSW

Reporting to the USA-based Group Chief Financial Officer and as a member of the Senior Accounting Team, core activities include the following:

- Leading Financial Managers across APAC countries, re-enforcing the importance of business partnering and operational engagement including implementing process and profit improvement initiative.
- Delivering timely/accurate financial/operational analysis on a broad range of business issues to executive global management stakeholders.
- Preparing monthly and regional reporting packs with insightful commentary for presentations in review meetings with Global CFO.
- Coordinating/consolidating APAC regional budget, monthly rolling forecasts and actual results for the Wholesale and Retail financing business.
- Actively involving the review of pricing for countries within the APAC region, including validation of cost of funding, risk and overhead assumptions for approval by pricing committee.
- Preparing month-end required interest revenue/interest expense accruals, FX loss/gain calculations, Portfolio and Overhead accruals.
- Finalising country P&Ls, assisting with journals within the APAC region.

#### Key Contributions:

- Improved efficiencies in budget/forecast consolidation by automating Causal Deck preparation through links to the Global Hyperion Financial Management System.
- Added value to the business through insightful analysis involving identification of key drivers, historical, current and future, having an impact on business performance and position.
- Reduced reporting days from 15 to 3, developing financial literacy at management level, creating deeper engagement with budgeting process, formalising the accounts into a template and adding automation via SQL to minimise non-value add tasks.

### Senior FP&A Analyst/Controller

10/2011 – 12/2015

#### ABS Global Group – Australian Operations | North Sydney, NSW

In this earlier role with the Group, I performed a broad range of management accounting and financial analysis activities including:

- Preparing monthly consolidated Board and Executive management reports including variance analysis on revenue/expenditure, CAPEX spent/forecast, and cash flow analysis with rolling 12-month forecasts.
- Coordinating the completion of month-end financial reporting (including IT project management for R&D funding purpose, global supply chain cost variance analysis to budget.
- Preparing annual budgeting and three forecasts per year for the APAC region.
- Preparing monthly business reporting packages for local/Global management including but not limited to WD5, WD10 flash reports, Pricing & Portfolio Review decks.
- Business partnering, monthly financial results analysis and preparation of financial, analytical and interpretive reports for Business leaders.
- Analysing/reporting risk, strike rates, portfolio ageing and monthly origination.

#### Key Contributions:

- Assisted in the development and implementation of ALM Project (Asset/Liability Management) for annual budgeting/three forecasts per year for the APAC Financial services business.
- Analysis of opportunities in improving third party income through determination of historical portfolio yields and considering options and benefits provided by risk-based pricing.

## Accountant

05/2005 – 08/2011

### LNJ Capital Pty Ltd | Leichhardt, Sydney, NSW

Reported to the Financial Controller accountable for the following core activities:

- Month-end reporting/analysis of P&L, GL reconciliations, Balance Sheet reconciliations through analysis of production schedules for revenue recognition/cost allocation and application of principles of accruals and deferrals.
- Completing statutory/regulatory requirements such as preparation of BAS, FBT and maintaining relevant internal controls.
- Fixed Assets management, bank reconciliations, credit cards/fuel cards accounting for expense accruals, lease contracts management.

#### Key Contributions:

- Led and coordinated Job Costing data-migration project to SAP.
- Developed APB specific P&L & B/S reports using financial report writing tool in Pronto.
- Reduced reporting days from 15 to 3, developing financial literacy at management level, creating deeper engagement with budgeting process.
- Constant Inventory Monitoring led to improvements in Bills of Materials/purchasing practices.

## Accountant

04/2002 – 05/2005

### ABCD Chartered Accountants | Macquarie Park, Sydney, NSW

- Providing client services (primarily for small-to-medium-sized-enterprises) such as:
  - Preparing income tax returns for Individuals, Partnerships, Trusts, and Companies;
  - Preparing BAS, Instalment Activity Statements, and reconciling GST provisions;
  - Preparing financial statements to final accounts stage;
  - Undertaking fixed asset register reconciliations and review of investment allowances;
  - Developing and communicating taxation strategies and tax planning;
  - Preparing and analysing budgets, forecasts, and performance indicators;
  - Providing bookkeeping services (using MYOB, QuickBooks, or APS General Ledger) and giving recommendations on improving their internal processing;
  - Advising clients on payroll areas including PAYG withholding, super guarantee, annual leave, long service leave calculation, and payroll tax implication; and
  - Liaising with third parties (ATO, lawyers, bankers etc.) on behalf of clients.

#### Key Contributions:

- Added a number of key client accounts through networking and direct marketing activities targeted at SME and new business start-ups.
- Developed various templates to assist clients with tracking revenue expenditure and monitoring cash flow.

## REFEREES

1. **Mr Robert Jones** | Former Chief Executive Officer | ABS Global Group  
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2. **Mr Thomas Smitherson** | Former Financial Controller – APAC Region | ABS Global Group  
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3. **Mr William Rogers** | Former Chairman | LNJ Capital Pty Ltd  
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