

VICTOR BLAZEN

FINANCE MANAGER

STRATEGIC PLANNING ~ AUDITING ~ REGULATORY COMPLIANCE

- ▶ Highly accomplished accounting and finance-management professional with successful track record of developing and administering effective organizational policies and procedures in diverse environments.
- ▶ Proficient project leader who aligns financial initiatives to achieve strategic objectives/goals.
- ▶ Results-driven, decisive collaborator with proven success in building strong, lasting relationships with managers, associates, and customers.
- ▶ Effective communicator who seeks positive resolution to problems through active listening and commitment to integrity.
- ▶ Skilled auditor, experienced in analyzing processes and recommending improvements.

CORE COMPETENCIES

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|--------------------------------|-----------------------------|-----------------------------|
| ▶ Accounting Principles | ▶ Senior Level Adaptability | ▶ Budget Deviation Analyses |
| ▶ Financial Analysis | ▶ Complex Auditing | ▶ Performance Management |
| ▶ Document Management | ▶ Budget Development | ▶ Business Acumen |
| ▶ Strategic Financial Planning | | ▶ Procedure Development |

SENIOR-LEVEL PERFORMANCE HIGHLIGHTS

FINANCE DIRECTOR, MARKETING AND SALES, BRIGHTHOUSE NETWORKS, Amherst, NH, June 2004 to Sept. 2007

Results

- ▶ Reduced complaints from suppliers to this leading pay TV and broadband provider by 25 percent by evaluating processes and implementing changes to improve cash inflow predictability and visibility, thus improving receivables management and payables scheduling.
- ▶ Increased contribution margins of regional offices by 5 percent through cost-reduction programs and work-flow efficiencies.
- ▶ Improved credit terms by 50 percent and reduced quote totals by 10 percent by applying extensive local market knowledge.
- ▶ Increased cash access by 20 percent by utilizing cash assets in various banks more effectively.
- ▶ Reduced customer charge-backs and disputes by about 25 percent by improving documentation requirements and instituting process changes, thus enhancing company's credit profile.
- ▶ Reduced commission rates by 20 percent by boosting credit profile with credit-card processing companies/payment gateway providers.
- ▶ Coordinated all aspects of budget and finance programs related to sales, marketing, expansion, and market development initiatives.
- ▶ Reported directly to Chief Financial Officer (CFO) and indirectly to Chief Operating Officer (COO).
- ▶ Managed cash, receivables, payroll, financials, and budgets at corporate and departmental level, in collaboration with vice presidents of Programs Acquisition, Contracts Management, Business Affairs, Legal, Broadcasting Facility Management, Sales and Marketing.
- ▶ Performed financial-statement audits and managed payment gateway for credit-card processing and other payment methods; oversaw compliance efforts with various media houses and studios, including Warner Bros, Disney, Fox, Bloomberg, CPT Sony, Paramount, and BBC.
- ▶ Developed and maintained relationships with bankers, credit-card and payment gateway processors.
- ▶ Advised management regarding accounting processes, findings, and financial performance.
- ▶ Evaluated policies, procedures, and division operations to ensure compliance with international laws and regulatory standards.

REGIONAL FINANCE CONTROLLER, N Brown Subscription Processing Office, Bedford, NH May 1994 to May 2004

Results

- ▶ Reduced costs 5 percent every two years by conducting regular review of clearing agents' charges.
- ▶ Achieved elimination of manual tasks, resulting in better utilization of staff skills, by implementing new payroll software for processing group payroll.
- ▶ Developed policies and procedures and achieved savings in budgeted start-up costs by 10 percent without sacrificing downtime.
- ▶ Initiated savings in excess of \$400K by playing key role on team that, in coordination with vendors, implemented new subscription management system for Middle Eastern, North African, and European customers.
- ▶ Reduced volume of cash transactions by 25 percent by communicating with vendors, banks, credit-card processors and other components.
- ▶ Initiated processes to accelerate cash receipts by a day.
- ▶ Accelerated monthly financial closings by three days by eliminating redundant manual processes and improving work-flow cycles.
- ▶ Established and managed operations, recruitment, identification, and vendor selection of software for accounting and payroll.
- ▶ Generated logistics arrangement for receipt/shipment of decoders and accessories from manufacturers to the United States, free zones, exports to dealers and customers.
- ▶ Managed all accounting, financial information for the United States office and regional offices.
- ▶ Evaluated processes and implemented changes improving production and effectiveness as well as fiscal accounting procedures.

PREVIOUS PROFESSIONAL EXPERIENCE

- ▶ CHIEF ACCOUNTANT, Dole Offices, Ltd., Amherst, NH
- ▶ INTERNAL AUDITOR, Bryan, Smith, and Tergoil, Bennington, NH
- ▶ AUDIT ASSISTANT, Foster and Donovan, Dover, NH

EDUCATION AND CREDENTIALS

- ▶ Prince 2 Project Management Methodology Course, University of Massachusetts, Amherst, Oct. 2005
- ▶ CMA, Southern New Hampshire University, Manchester, NH, May 2004
- ▶ Passed Uniform CPA Exam, Southern New Hampshire University, Manchester, NH, May 2002
- ▶ Bachelor of Commerce, University of New Hampshire, Durham, NH

PROFESSIONAL AFFILIATION

- ▶ Member, Cost and Management Institute, USA

