

CONTACT

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CORE SKILLS

Analysis: Financial Modeling, Budgeting & Forecasting, Variance Analysis, Scenario & Sensitivity Analysis, Unit Economics, KPI Reporting

Tools: Excel (Advanced, VBA), SQL, Power BI, Tableau, Hyperion, Adaptive Insights, SAP, NetSuite

Business: Revenue & Cost Forecasting, Headcount Planning, Pricing Analysis, Capital Planning, Executive Presentations

EDUCATION

Bachelor of Science in Finance

Boston College, Carroll School of Management
2022 | GPA 3.8

CERTIFICATIONS

- CFA Level II Candidate
- FMVA — Financial Modeling & Valuation Analyst (CFI)
- Microsoft Excel Expert; Power BI Data Analyst

Ryan Foster

Financial Analyst | FP&A, Forecasting & Business Partnering

\$2.8M

Cost savings

97%

Forecast accuracy

\$220M

P&L owned

PROFILE

Financial Analyst with 3.5 years of FP&A experience building budgets, rolling forecasts, and financial models for a \$220M technology business. Deliver insights that improved forecast accuracy by 15% and identified \$2.8M in annual cost savings. Advanced in Excel, SQL, Power BI, and Hyperion; strong communicator with finance leadership and operating teams.

EXPERIENCE

Financial Analyst, FP&A Jun 2023 – Present

Northbridge Software Inc. — Boston, MA

- Own monthly forecast and annual operating plan for a \$220M business unit, improving forecast accuracy from 88% to 97%.
- Built a driver-based revenue and headcount model in Excel and Adaptive Insights, reducing planning cycle time by 30%.
- Identified \$2.8M in annual cost savings through vendor-spend and cloud-cost analysis presented to the CFO.
- Created Power BI dashboards tracking ARR, gross margin, and OpEx used by 25 business leaders weekly.
- Partner with Sales and Product on pricing and discount analysis that increased average deal margin by 2.4 points.

Junior Financial Analyst Aug 2022 – May 2023

Harbor Retail Group — Boston, MA

- Prepared monthly financial packages and variance commentary for 8 store-region P&Ls totaling \$140M in revenue.
- Automated reporting with SQL and Excel macros, saving 14 hours per month and reducing manual errors.
- Supported annual budget for 6 cost centers and tracked CapEx projects worth \$9M against plan.
- Developed store-level profitability analysis that informed the closure of 3 underperforming locations, saving \$1.1M annually.

SELECTED PROJECTS

Pricing & Discount Governance: Built deal-desk margin model and approval thresholds, adding 2.4 points to average deal margin.
Cloud Cost Optimization: Mapped \$18M cloud spend to product lines; reserved-instance strategy cut run-rate by 14%.