

RYAN L. KUHN, CPA

Baltimore, MD | (920) 627-3430 | kuhnr130@gmail.com
www.ryankuhn.net | [LinkedIn.com/in/rlkuhn](https://www.linkedin.com/in/rlkuhn)

PROFILE

Impact-driven Senior Financial Analyst with more than seven years of experience managing and conducting financial and accounting activities accurately and efficiently across diverse organizations. Relies on creative, technical, and analytical approach to provide strategic insights into financial performance, business operations, and new opportunities to improve decision-making. Leverages stakeholder relationships and process improvements to support and align strategies across multiple divisions and with the corporate objectives. Strong business partner, presenting and discussing findings to influence and advise senior management. Areas of expertise include:

Financial Planning / Modeling | Data Analytics / Visualization | Machine Learning Models / Automation | Technical Solutions Reporting Application Development | Data Mining / Computing | Statistical Analysis | Team Leader / Mentor

PROFESSIONAL EXPERIENCE

ORTHO CLINICAL DIAGNOSTICS, Raritan, NJ

Aug 2016 – Present

Senior Financial Analyst, Operations Strategy and Consolidations

Manage the close reporting process and consolidate results for the Finance Leadership Team (FLT). Ensure inputs and analyses from three plants are submitted on time.

- Provides financial leadership to plants during forecast cycles to verify consistent presentation while balancing the need to present plant-specific story.
- Creates consolidated decks for management to enable comparisons across operations with in-depth coverage.
- Acts as SAP Business Planning and Consolidation (BPC) subject matter expert (SME) for Operations team. Produce ad-hoc reports and interface with systems team to align infrastructure with business management. Manages hierarchy for 180 cost centers and 30 profit centers.

Key Accomplishments

- Introduced forward-looking analysis into monthly reporting, giving insight into challenges and opportunities that management should address in ongoing operations.
- Aligned the financial close requirements with data availability resulting in reduction of close cycle by two days.
- Developed model to translate strategic direction into manufacturing costs and set 2018 AOP targets for three plants. Received formal recognition for developing robust yet flexible model for what-if scenario analysis.

QUEST DIAGNOSTICS, INC., Madison, NJ

Nov 2013 – Jul 2016

Senior Financial Analyst, Health Plan Pricing (Dec 2014 – Jul 2016)

Prepared financial models to evaluate pricing decisions in negotiations with large health plans ranging in value from \$5M–\$30M+. Recommended pricing approach to optimize relationship between health plan and revenue, presenting results of analysis to sales executives and senior management to advise on acceptable pricing terms.

- Performed data analytics on revenue write-offs, providing analysis results and data visualizations to Internal Audit team to plan audit of controls around write-offs, and supported data systems and analytics.
- Collaborated with cross-functional team to understand changes in cost structure and impact on inputs used in financial models, enhancing health plan deals through most current and accurate information.

Key Accomplishments

- Built database application to track in-process deal negotiations, enhancing team's critical workflow and eliminating eight hours from monthly close reporting. Leveraged data to analyze pricing trends and identify customer segments with the most price erosion.
- Delivered price translations to sales executives ~11 months faster than prior year adjustments by developing Access database model to make volume-based changes to 200 fee schedules, creating custom reporting and VBA automation.
- Collaborated with VP-level functional leaders on special pricing analysis and presented results to CFO. Resulted in retaining \$1M in revenue.

Senior Internal Auditor (Nov 2013 – Dec 2014)

Supervised four-person team performing operational audit. Assigned roles to team members and managed audit to completion.

- Summarized and presented audit results to senior management and stakeholders.
- Determined scope for audits of new processes without prior audit coverage, enabling a comprehensive review and documentation as the framework for future audits.
- Integrated data from multiple sources and used R to apply advanced data analytics and evaluate expense data.

Senior Internal Auditor | QUEST DIAGNOSTICS, INC., *CONTINUED*Key Accomplishments

- Selected from peers to redesign year-end performance evaluation criteria for staff and senior auditors, combining best practices from large audit firms, departmental strategic objectives, and guidance from the Institute of Internal Auditors. Translated department strategy into individual objectives and built consensus on measuring success.
- Directed detailed invoice testing efforts toward areas or transactions identified as having the most potential errors, leading to four fewer auditors to complete than comparable audits.
- Developed data management tool that reduced resources to review travel and entertainment expenses. Automated expense selection process, allowing team to focus on value-added actions. Resulted in annual travel and entertainment audit being issued several weeks earlier than prior years.

DEFENSE CONTRACT AUDIT AGENCY, Morristown, NJ

Aug 2010 – Nov 2013

Senior Auditor

Led and supervised operational audits for compliance with Federal Acquisition Regulations (FAR), Cost Accounting Standards (CAS), and Truth In Negotiations Act (TINA). Assigned sections to a team of four auditors and reviewed work to ensure testing was complete and documentation of high quality.

- Built team competencies through informal training sessions in statistical sampling and regression analysis, incorporating competencies into the audit plans to provide reliable support for recommendations.
- Prepared audit reports with concise summary findings and recommendations to present results in accordance with defined audit program steps by streamlining the report to focus stakeholder discussions on recommendations.
- Managed special projects, including coordinating audit approaches with other audit offices, aggregating and reporting cost data from multiple contractor locations, and researching auditing standards.
- Developed a network with other agency offices to facilitate sharing of best practices.

Key Accomplishments

- Reduced audit cycle time 60% by applying risk-based approach, focusing resources of Audit team on areas of greatest impact on government contract pricing.
- Led three-person team in audit of complex corporate and service center cost allocations to determine if costs were fairly allocated to government contracts. Identified unfair practices and recommended over \$5M in price reductions to the government procurement officer.

EDUCATION / CERTIFICATION / TRAINING

RUTGERS UNIVERSITY, Newark, NJ

Master of Accountancy in Financial Accounting, Jan 2016

UNIVERSITY OF WISCONSIN, Whitewater, WI

Bachelor of Business Administration in Accounting, *summa cum laude*, Aug 2010**Certified Public Accountant (CPA)**, State of New Jersey, Sep 2013**Certified Management Accountant (CMA)**, Institute of Management Accountants (IMA), Aug 2012

MOOC Certification / Training:

- Analytics Edge, edX / MITx, May 2015
- R Programming, Johns Hopkins University, Feb 2015
- Exploratory Data Analytics, Johns Hopkins University, Jan 2015

MILITARY EXPERIENCE

U.S. MARINE CORPS RESERVE, Madison, WI and Al-Anbar, Iraq Jun 2002 – Jul 2009

Infantry Squad Leader (Jul 2008 – Jul 2009) | Team Leader (Jul 2005 - Jun 2008) | Rifleman (Jun 2002 – Jun 2005)

Led 12-man squad in combat operations. Instructed junior Marines in technical aspects of infantry field, including navigation, communication equipment, and first aid to prepare for deployments and assume future leadership roles.

TECHNICAL SKILLS

Hyperion | Essbase | BPC | PeopleSoft | SAP | Tableau | Think Cell | R | SQL | Microsoft Excel, Access, PowerPoint