

LATASHA BROWN

PROFESSIONAL CONSULTANT



INDUSTRY EXPERIENCE

- Manufacturing
- Health Insurance
- Software / SaaS
- Clinical research
- Specialty lab / medical device
- Government contracting
- Engineering

FUNCTIONAL EXPERIENCE

- Accounts receivable
- Credit management, collections
- Master data, vendor master
- Systems implementation
- Operations transformation
- Cost-reduction strategies
- US GAAP Compliance
- Lean manufacturing
- Change management
- Process improvement
- Month-end close
- Accounts payable
- Contracts management

SYSTEMS EXPERIENCE

- SAP (Super User)
- Intacct
- NetSuite
- Power BI
- Salesforce
- SharePoint
- QuickBooks
- TechnoMile
- Microsoft Office

EDUCATION & CERTIFICATIONS

Completed several undergrad accounting courses at Winston-Salem State University

EXECUTIVE SUMMARY

Experienced Order-to-Cash Transformation Consultant, dedicated Credit Analyst focused on revenue growth and the reduction of aged AR balance. Complex problem-solver and team builder creating innovative customer solutions. Non-biased influencer and cross-functional team leader with the ability to build rapport and respect with culturally diverse audiences. Identifies areas of opportunity to lead cost-reduction and process improvement projects.

RELEVANT EXPERIENCE

- Most recently supported year-long project with private equity backed SaaS company, providing “white glove” service to high-value and highly complex customers, engaged to research unbilled AR. In researching orders and what remained to be invoiced, the client recognized ~\$2M in unbilled revenue, finding orders that needed to be invoiced but were “lost in translation” during the implementation period of NetSuite.
- Previously completed project supporting private equity backed, international, acquisitive life science company with accounts receivable clean-up and process improvement. Consultant led initiative to convert as many customers as possible that pay via check to convert to paying via ACH, which increased cash receipts within a monthly period. Organized and reconstructed Combined AR Inbox for team by eliminating excess folders and created a simpler way to assign emails among team. Created a Portal Recon to ensure all invoices are uploaded bi-weekly and disputed invoices are addressed; this recon is presented to Global Controller and CFO bi-weekly as a snapshot of disputed invoices from the client's largest customers.
- Recently supported multi -resource project at large, international government contractor, in contracts management department. Primary functions included researching and reviewing client contracts with external parties; retrieving and inputting contract data (i.e., contract value, funding value, period of performance) into TechnoMile; comparing and validating contract data with production (Salesforce); tracking and documenting errors/mistakes from production in Power BI; communicating with contracts manager regarding complex contracts.
- Previously served as accounts payable clean-up project for private equity backed technology company alongside another experienced Vaco Consultant, as the department was/is down two headcount during year-end.
- Previously served as accounts receivable consultant supporting upgrades to invoicing processes within Salesforce and Intacct, including business process review, systems upgrade and analysis. Successfully tested system upgrade prior to go-live, relayed errors to IT and third-party consulting firm, liaised with finance, deal desk and IT to resolve issues, created desktop procedures for invoicing and credit processes. Reduced unbilled at year end 2021 by approx. \$1.5M. Served as interim lead of AR and collections during turnover.
- Prior to joining Vaco, a decorated superuser & Subject Matter Expert for implementation of SAP ERP systems (Over 20 ERP system implementations), ensuring that all processes are implemented with best practices in mind.
- Proficient Credit Analyst in managing credit & accounts receivable by establishing credit limits for customers & performing credit limit reviews of existing customers.
- Experienced in standardizing the entering of Master Data in the areas of Vendor Master, Customer Master and Pricing Master data related to SAP.

PROFESSIONAL CHRONOLOGY

2021 – Present	Professional Consultant, <i>Vaco</i>
2016 – 2021	Credit/Financial Analyst, <i>Mikron Industries</i>
2014– 2016	Credit & Collections Analyst, <i>Armacell</i>
2007 – 2015	Accounts Receivable Analyst, <i>ABB</i>