

Elizabeth Hinds

Professional Title

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South Avenue, NY, CA, USA

SUMMARY

A growth-focused executive with 15+ years of experience in B2B IT Sales, B2B Sales, product management, and business development. Adept at initiating incremental operational excellence, reducing costs, and supporting challenging business goals across highly competitive environments. Demonstrated expertise in overseeing the adoption of standards and best practices to strengthen employee engagement and organizational success.

WORK EXPERIENCES

SENIOR DIRECTOR

May, 2021 - 2024

Facebook LLC, California, USA

- Consistently demonstrated talent for quickly learning new tasks and completing assignments ahead of schedule while maintaining a high degree of accuracy.
- Contributed substantially to reducing outstanding accounts receivables through improved collection processes.
- Maintained master vendor data, and discrepancies in invoices.
- Processed invoices for payment by ensuring appropriate signatures, and supporting documents were attached before sending checks to clients.
- Assisted in the preparation of financial statements such as bills, budgets and reports.

SENIOR DIRECTOR

May, 2021 - 2024

Microsoft LLC, California, USA

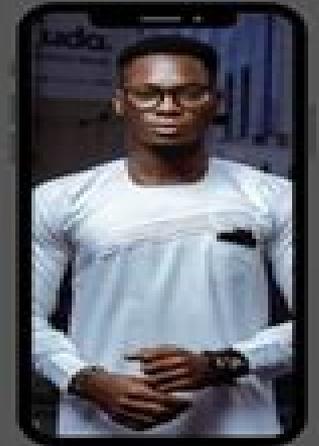
- Built a finely tuned accounting department, fostering a collaborative environment that improved productivity, individual accountability and team morale.
- Revamped GL, financial systems, reports and schedules to improve forecast precision and standardize reporting procedures.
- Negotiated below-market lease on prime office space that included \$100K in facility improvements embedded into agreement.
- Completed comprehensive valuation, analysis and credit review of acquisition target, and played a key role in completing financial due diligence that was crucial to successful merger.
- Uncovered \$125K in accounting overpayments during a 6-month period and delivered a 20% expense reduction through analytical studies of business performance.

SENIOR DIRECTOR

May, 2021 - 2024

Google LLC, California, USA

- Revamped GL, financial systems, reports and schedules to improve forecast precision and standardize reporting procedures.
- Negotiated below-market lease on prime office space that included \$100K in facility improvements embedded into agreement.
- Completed comprehensive valuation, analysis and credit review of acquisition target, and played a key role in completing financial due diligence that was crucial to successful merger.



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Flex Elizabeth Willetts, 2025-01-22 This book is essential for anyone seeking inspiration and practical advice on balancing professional goals with personal aspirations Its candid storytelling and empowering insights make it a must read for women at any stage of their career or family journey Lizzie Martin Founder of Work Life Mother Managing working life alongside family responsibilities can be a fraught and exhausting experience A must read for ambitious mothers seeking to forge ahead and embark on a path to career fulfilment while successfully parenting young children Rosie Reynolds Chief Commercial Officer at Aspect Capital Build A Career That Works For You Smart Strategies For Career Success Flex Smart Strategies to Build a Successful Career Around Your Life by Elizabeth Willetts is a dynamic guide for anyone wanting to build a successful career on their terms This book written by a seasoned recruitment entrepreneur and career coach offers a wealth of strategies real life success stories and expert advice to empower you to navigate the complexities of the modern workplace and advance your career even when life throws you curveballs Whether you re looking to pivot to a new field climb the corporate ladder or integrate more flexibility into your current role Willetts insightful and actionable advice is designed to help you maintain momentum and advance your career in a way that works for you Through captivating case studies of women who ve successfully navigated the modern workplace this guide highlights the non linear nature of career progression and demonstrates how to assess and use your skills effectively overcome common obstacles and make bold moves with confidence You ll find Strategies to help you gain clarity on your career and identify a job you ll love great if you want to switch careers Advice for rebooting your career after a lengthy maternity or family leave Actionable tips on writing your CV creating a LinkedIn profile and nailing job interviews Techniques to help you make a flexible working request your employer is more likely to say YES to Real world stories from women who have created a career they ve adored whatever life has thrown at them Flex Smart Strategies to Build a Successful Career Around Your Life by Elizabeth Willetts is more than just a career manual it s your personal blueprint for crafting a fulfilling career that truly fits your life Packed with actionable strategies and inspiring stories this book is the go to resource for anyone ready to tackle the challenges of the modern workplace with confidence Whether you re pivoting careers climbing the corporate ladder or seeking that perfect work life balance Flex offers you the tools you need to thrive on your terms Elizabeth Willetts is the founder of Investing in Women an organisation that helps businesses reach candidates looking for flexible and part time work She is passionate about educating businesses on the benefits of flexible working and attracting top female talent She also provides one to one coaching to job seekers looking to advance their careers Get ready to transform the way you approach your career with Flex and start building the successful professional life you deserve

Commercial Delivery Methodology Robin Hornby, 2019-11-12 The Commercial Delivery Methodology or CDM is offered as an effective means for vendor organizations to formalize their professional services business It documents the CDM as an instance of a business lifecycle appropriate for

the larger services firm with the need to bid and manage a relatively high percentage of large fixed price and potentially higher risk projects The chapters describe each phase of the business lifecycle in the management of project opportunities and contracts The CDM is a much needed tool of business management incorporating many project management practices and operates alongside the application lifecycle familiar to project managers and their team Large format 8 x11 150pp 39 templates 5 deployment charts 5 process diagrams 17 IPO diagrams Glossary

Change Your Job, Change Your Life Ronald L. Krannich,2002 Forget about those trendy theories and anecdotes expounded by others on jobs careers and employment Here s the book that tells it like it really is from the job search trenches *Te #1, Lsn 61-120 Coll Kybdng (Update)* Vanhuss,Duncan,Forde,Woo,2000 Clinical Research Law and Compliance Handbook John E. Steiner,2006 Law Ethics *Bulletin* ,1920 *The Change Riders* Gary D. Kissler,1991-09-02 The author brings a point of view to human resource management that blends his interests and work experience to generate innovative solutions to tough business problems

Microsoft FrontPage 2003 Gary B. Shelly,Thomas J. Cashman,Jeffrey J. Quasney,2005 For the past three decades the Shelly Cashman Series has effectively introduced computers to millions of students consistently providing the highest quality most up to date and innovative materials in computer education Enjoy the proven step by step style and improved Office 2003 updates of the Shelly Cashman Series and enhance your Office application skills today **Top Secret Executive Resumes, Updated Third Edition** Steven Provenzano CPRW / CEIP,2021-03-03 Newly revised and updated this is the industry standard for executives and professionals in all major industries and includes a free resume review by the author Steven Provenzano is President of ECS Executive Career Services and DTP Inc ECS is a team of certified experts specializing in career marketing at all income levels Mr Provenzano is the author of ten highly successful career books including Top Secret Resumes Cover Letters 4th Ed the Complete Career Marketing guide for all job seekers He is a CPRW Certified Professional Resume Writer a CEIP Certified Employment Interview Professional and has written or edited more than 5000 resumes for staff managers and executives at all income levels during his 20 years in career marketing and corporate recruiting His team is so highly regarded they were selected to write more than 1500 resumes for all of SAP America s domestic consultants Steven has appeared numerous times on CNBC CNN WGN NBC ABC in Chicago in the Wall Street Journal Chicago Tribune Crain s the Daily Herald and on numerous radio programs His work is endorsed by Chicago Tribune career columnist Lindsey Novak as well as top executives from the Fortune 500 including Motorola Coca Cola and other firms You may email your resume direct to the author for a free review to the email provided on the back cover

International Conference on Singular Optics Marat Samuilovich Soskin,1998 These papers were taken from a conference on singular optics They address topics such as paraxial beams of spinning light diffraction catastrophes and wave caustics of multimode fibres and visualization of the phase singularities in wavefront sensors Mathematics for Technical Students Edmund Rycroft Verity,1924 **Journal of the Faculty of Science, Imperial University of Tokyo** ,1929

Journal Tōkyō Daigaku. Rigakubu,1929 Journal of the Faculty of Science of the University of Tokyo ,1925 **An Introduction to the Theory of Electricity, with Numerous Examples** Linnaeus Cumming,1879 *An Elementary Treatise on Dynamics* Benjamin Williamson,Francis Alexander Tarleton,1889 **Word Workshop for Teachers** Janet Caughlin,2002 The Student Guide to Mass Media Internships Ronald H. Claxton,Biddie Lorenzen,1995 Print broadcast **Macworld** ,1990 INTERNATIONAL JOURNAL OF FORECASTING JAN G. DE GOOIJER,2002

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