

# 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 overcoming 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, 2022 - 2024

Microsoft LLC, California, USA

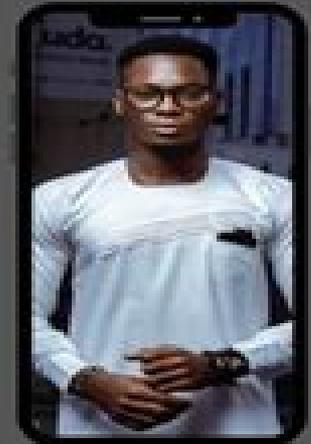
- Built a finely tuned accounting department, fostering a collaborative environment that improved productivity, individual accountability and team morale.
- Revamped GL, financial systems, reports and schedules to improve forecast precision and standardize reporting procedures.
- Negotiated below-market 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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