

ROBERT E. MEYERS

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SENIOR FINANCIAL ANALYST

“Proactive Leader and Problem Solver”

Seasoned analyst with expertise in strategic pricing, business development, loan structuring, capital leases, asset recovery and ad hoc analysis. Proficient in working with various groups, including: legal, IT, sales and customers to determine optimal strategies for attaining sales quotas. Available for travel and relocation.

EXPERIENCE

MCKESSON TECHNOLOGY PROVIDERS

Pricing Analyst

December 2009 – Present | Atlanta, GA

- Establish strong client relationships, while maintaining balance between company and customer agendas.
- Compile and analyze statistical data to establish software, maintenance and implementation pricing objectives.
- Responsible for updating group pricing models with regular macro adjustments and modifications.

IBM CORPORATION

Global Financing Analyst

September 2007 – March 2009 | Atlanta, GA

- Structured complex financial loans and leases for IBM Global Financing's core business customers.
- Performed capital and operating lease analysis, as well as other revenue recognition accounting tests.
- Awarded four Recognition Awards in 4th quarter of 2008 by internal sales team for consistently reaching sales goals.
- Collaborated with credit advisors, asset recovery analysts and IBM brand managers, thereby ensuring efficient and strategic IT financing proposals.

BELLSOUTH INC.

Business Development Analyst

September 2002 – May 2006 | Atlanta, GA

- Approved capital budgeting decisions with project analysis pertaining to initial cash outflows, operating cash inflows, net present value, risk analysis, Internal Rate of Returns and EBITDA margins.
- Earned "Top Sales Achiever" distinction, generating highest departmental revenue for two consecutive quarters.
- Analyzed profit margins, monitored marketplace trends and analyzed revenue-cost analysis forecasts in the Southeast.
- Well-versed in competitor knowledge and IT trends with regards to new equipment and financial solutions.

MCI TELECOMMUNICATIONS

Business Development Analyst

September 1997 – September 2002 | Atlanta, GA

- Served as product manager for RFP issued by Global customers. Successfully led RFP for Fidelity resulting in \$8M in incremental revenue with 12% EBITDA margins.
- Calculated and approved profit margins and write-downs with present values of future cash flows.
- Negotiated “terms of agreement” with company’s largest clients, ensuring the satisfaction of all interested parties.

EDUCATION

Master of Business Administration

Georgia State University – Finance Concentration
Atlanta, GA

Bachelor of Science, Business Administration

University of Florida – Economics Concentration
Gainesville, FL