

LYNDA TULLER

CHIEF FINANCIAL OFFICER / BUSINESS CONSULTANT

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Turning Impossible Situations into Inspiring Successes | Positioning Businesses for Sustainable Growth | Motivating Teams

Game-changing financial executive with an impressive track record of implementing high-impact growth strategies, robust internal controls, and efficient reporting systems. Respected for maximizing profits with ethics and integrity. Relentless in exceeding ambitious financial goals while minimizing expenses and bottlenecks. Expert in training, leading, and coaching top-performing accounting teams.

ACHIEVEMENTS:

- ✓ Built financial structure of \$3 million global company with 4,000+ customers.
- ✓ Boosted productivity 25% by automating financial reporting processes.
- ✓ Reduced annual expenses by 30% to maintain fiscal stability during recession.
- ✓ Retained 100% of staff after acquiring and developing world-class talent.
- ✓ Ensured full compliance with generally accepted accounting principles (GAAP).

COMPETENCIES:

- ▶ Rapid Business Growth
- ▶ Budgets & Forecasts
- ▶ Process Automation
- ▶ Accounts Receivable (AR)
- ▶ Accounts Payable (AP)
- ▶ Cash Flow Optimization
- ▶ Financial Controls
- ▶ Treasury & Payroll
- ▶ Risk Management
- ▶ Contract Negotiation
- ▶ Operational Excellence
- ▶ Regulatory Compliance
- ▶ Complex Project Management
- ▶ Auditing & Tax Preparation
- ▶ General Ledger (GL) Oversight

PROFESSIONAL EXPERIENCE

CONGREGATION BETH ISRAEL, Latham, New York and Santa Barbara, California

2011 to Present

Serve the temple through many positions, including Program Treasurer, Board Member, and Volunteer Coordinator. Highlights include:

Treasurer, Santa Barbara, California (2018 to 2019): Played key leadership role in opening the new Temple Sisterhood branch in California, providing expert executive consultation and insight while building the organization's financial structure.

- ▶ **Established universal accounting system across all 6 national branches**, implementing FreshBooks after thoroughly researching and testing competing programs, such as QuickBooks, NetSuite, and Sage 50cloud.

President, Latham, New York (2015 to 2018): Grew and energized the congregation while revitalizing the Board of Directors. Revamped the entire organization, developed meaningful programs, and orchestrated massive food/clothing drives.

- ▶ **Reopened soup kitchen and gift shop, and built teams of up to 200 volunteers** by persuading them to actively participate in fundraisers and key organizational areas in dire need of support. Ran the gift shop and calculated sales taxes.

Treasurer, Latham, New York (2013 to 2015): Computerized treasury functions, automating manual processes for greater efficiency. Attracted new members by making dues more affordable. Provided web hosting and oversaw purchasing activities.

- ▶ **Coordinated some of the most successful fundraisers in the history of this non-profit organization.** Maximized fundraising and provided financial planning for Bar/Bat Mitzvah celebrations, fashion shows, and special events for up to 2,000 attendees.

COMPUTER HELP CORPORATION, Latham, New York

2002 to 2015

Co-founded global company specializing in data center support, application hosting, data backup/recovery, and other IT services.

Chief Financial Officer (CFO)

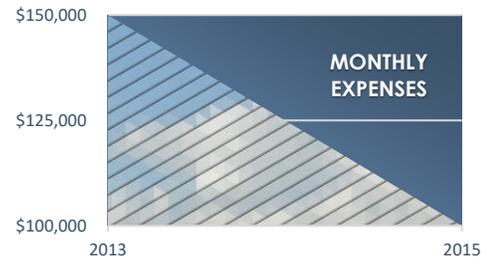
Opened new revenue streams, strategized investments, and improved cash management while overseeing all finance/accounting functions. Managed AP/AR, payroll, and GL reconciliation while continually assessing and enhancing financial performance. Produced short-term and long-term growth plans, implemented stringent internal controls, maintained full regulatory compliance, and ensured attainment of operational goals. Negotiated advantageous and profitable contracts. Efficiently managed full project lifecycles and completed complex financial initiatives on time and within budget.

Built company from the ground up to become a \$3 million international enterprise with 4,000 customers worldwide.

Developed financial structure, implemented strategic policies, created budgets, and ensured legal compliance for accounting activities and contract mediation.

COMPUTER HELP CORPORATION | CONTINUED:

- ▶ **Saved tens of thousands of dollars each month, reducing budget by 30%**, after renegotiating electric bills, vendor contracts, and property lease.
- ▶ **Increased efficiency 25% by upgrading accounting programs.** Evolved systems from spreadsheets to Sage 50 while automating processes.
- ▶ **Ensured financial stability during recession;** deftly guided corporate finances through rapid growth cycles and the global financial crisis by keeping the business nimble and adapting collection procedures to ever-changing circumstances.
- ▶ **Enabled the successful completion of random financial audits** by working closely with auditors from New York State. Ensured full compliance with OSHA regulations, installed best practices, and mitigated risks.
- ▶ **Drove tremendous growth and generated 99% of all business** through word-of-mouth referrals and repeat business from extremely satisfied customers.
- ▶ **Sold business for a substantial profit in 2015;** negotiated and structured acquisition terms after performing due diligence.



Inspiring Team Leadership: Led and motivated cross-functional staff of 20-25 personnel to peak performance levels within this 24/7/365 organization. Recruited, interviewed, hired, led, and motivated employees while providing comprehensive human resources administration. Promoted core company values while maintaining the highest levels of operational efficiency and service excellence.

- ▶ **Acquired best-in-class talent** by starting an employee referral program and recruiting candidates from local colleges.
- ▶ **Maintained 100% staff retention rate** and incentivized employees by training them to fill increasingly responsible roles, which included \$10,000 to \$20,000 pay raises.

Past success as the Director of Modernization and Lead Accountant at Latham Municipal Housing Authority, managing contract appropriations and filing financial reports for multimillion-dollar state and federal (HUD) grants. Worked as a Staff Accountant at XYZ Corporation, preparing financial statements as well as personal and business tax returns.

EDUCATION

Bachelor of Science in Business Administration (BSBA), Concentration in Accounting/Pre-Law
Latham University, Arnold School of Management, Latham, New York

TRIUMPHS

- ▶ **Generated \$2 million in donations to Habitat for Humanity** while helping retailer liquidate his business.
- ▶ **Helped raise \$1.75 million for the United Way** by organizing 12 major fundraisers nationwide.
- ▶ **Achieved 100% injury rehabilitation,** skiing down mountains after being told walking would no longer be possible in 2015.

TECHNICAL

Expert in FreshBooks, QuickBooks, NetSuite, Sage 50, Microsoft Excel, and Microsoft Word.
Technically proficient and adaptive to new applications and technologies.

Résumé Strategy

Lynda had one of the more incredible stories I'd ever heard. She partnered with her husband to co-found a technology company in 2002. Her husband was a tech wiz while she was a natural-born number cruncher. Together, the pair built a multimillion-dollar company serving thousands of global customers. Lynda leveraged her considerable financial savvy to protect the profit trajectory of the business even through the recession.

Then tragedy struck, as Lynda had a terrible slip-and-fall accident in 2015. Doctors told her she would never walk again. Upon hearing this diagnosis, her husband left her and together, they dissolved the business.

To invigorate her spirit, Lynda became heavily involved in her synagogue, volunteering for every task manageable in her wheelchair. Through counseling, cheerleading, and the support of the congregation, she decided to disregard her doctor's original diagnosis and enrolled in exhaustive physical rehabilitation training.

By winter of 2019, not only could Lynda fully walk again, she went snow skiing in the mountains of California and became inspired to move west.

Once Lynda was physically and spiritually restored, she contacted me to help restart her career. She wanted to apply to local Chief Financial Officer positions in California. To accomplish this, I developed a financial executive summary followed by a list of her most exciting achievements as a CFO, since her relevant accomplishments naturally fall to the second page when presenting her career in a chronological order. To add relevant industry key phrases, I included a robust "Competencies" section.

I opted to go with a chronological format, versus cutting up her work history, to hide gaps in her relevant history. Since her work at the temple included many top leadership roles, including President and Treasurer, I chose to make her volunteerism at the church look more relevant to the goal at hand. Especially since she restored the organization's fiscal health and introduced all new accounting systems.

I wanted her résumé to be as optimistic as she is, so I sprinkled blue skies throughout the presentation and added a "Triumphs" section to address her astonishing charitable and personal achievements. She is surely a person capable of accomplishing anything she sets her mind to, and I wanted the résumé to reflect that.