

Alejandro Moody

Revenue Finance Analyst, Revenue Planning

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SUMMARY

Revenue finance and **FP&A** analyst with 3 years and 3 months of experience supporting recurring forecasts, monthly reporting, budget development, **revenue consolidation**, and decision support for subscription and digital media businesses. Builds product level revenue models, reconciles planning inputs, investigates variances, and turns detailed financial results into clear narratives for Finance partners and executive stakeholders. Experienced with Anaplan, Essbase, Excel, dashboard reporting, revenue KPIs, headcount planning, **personnel expense planning**, scenario analysis, deal analysis, and **Long Range Plan** support. Brings structure to ambiguous requests by validating assumptions across Accounting, Commercial Finance, Strategy, and operating teams. Known for improving recurring workflows, strengthening reporting consistency, and preparing presentation ready insights. Ready to help Harborline Media Systems connect revenue planning, business intelligence, and strategic decisions with clear, dependable analysis.

EXPERIENCE

Revenue Finance Analyst, Revenue Planning

Northstar Streaming Analytics 📅 July 2024 - Present 📍 Boston, MA

Own revenue planning support for subscription and advertising products, connecting monthly close, **forecast cycles**, product models, dashboards, and executive reporting. Partner with Accounting, **Commercial Finance**, Strategy, and product teams to validate assumptions, explain performance, and improve recurring processes.

- Reconciled **Anaplan** outputs with **monthly close** data, clarifying product drivers before leadership review.
- Resolved **Essbase** mapping issues, giving forecast packages consistent product level reporting inputs.
- Built revenue KPI dashboards linking volume, pricing, mix, and conversion trends for business reviews.
- Consolidated partner submissions, challenging unsupported assumptions and preserving a traceable planning record.
- Modeled new offerings and deal structures, showing revenue timing and sensitivity ranges for decisions.
- Prepared **Long Range Plan** visuals and narratives, helping executives connect projections with operating drivers.

Financial Analyst, Revenue Planning

Beacon Subscription Services 📅 June 2023 - June 2024 📍 Providence, RI

Supported recurring revenue reporting, operating forecasts, **headcount planning**, deal analysis, and **Finance projects** for subscription services. Built repeatable Excel workflows that connected business inputs with financial narratives, improved review quality, and helped stakeholders evaluate performance and risk.

- Compared monthly actuals with forecast and budget, tracing variances to activity, timing, and assumptions.
- Linked Excel revenue schedules with headcount and personnel expense plans for operating outlook discussions.
- Validated business owner submissions, documenting changes between **forecast cycles** for reliable review.
- Created financial trend exhibits that helped managers assess product performance and spending risks.
- Modeled alternative deal assumptions, giving **Commercial Finance** clear implications for strategic decisions.
- Standardized reporting workbooks and checklists, making monthly handoffs easier to reproduce and audit.

PROJECTS

Revenue Planning Model Modernization 📅 2025

Reworked product revenue inputs across Anaplan and Essbase, clarified ownership, and created scenario views that helped Finance partners discuss forecast risks with shared assumptions.

Subscription KPI Reporting Framework 📅 2024

Connected recurring revenue measures with volume, pricing, mix, and conversion indicators, giving managers a cleaner view of performance drivers during planning reviews.

LEADERSHIP & AWARDS

- Recognized by Finance leadership for dependable revenue reporting and clear executive presentation support.
- Selected as a trusted partner for ambiguous forecast requests requiring careful assumption review.
- Praised by peers for making recurring reporting workflows easier to follow and reproduce.

EDUCATION

Bachelor's Degree in Finance

University of Massachusetts Boston 🎓 GPA: 3.7 📅 2023 📍 Boston, MA

Coursework: Financial reporting, corporate finance, forecasting, budgeting, financial modeling

CERTIFICATIONS

- Anaplan Level 1 Model Building 📅 2025
- Microsoft Office Specialist: Excel Associate 📅 2023

TECHNICAL SKILLS

- **Planning Systems:** Anaplan, Essbase, Long Range Plan
- **Spreadsheet Analysis:** Microsoft Excel, PivotTables, Power Query
- **Revenue Planning:** Revenue consolidation, product models, revenue timing
- **Financial Reporting:** Monthly close, management reporting, variance analysis
- **Forecasting Methods:** Recurring forecasts, scenario analysis, sensitivity analysis
- **Budgeting Practices:** Annual budgeting, headcount budgeting, personnel expense planning
- **Dashboard Reporting:** Revenue dashboards, KPI reporting, executive dashboards
- **Business Intelligence:** Trend analysis, driver analysis, presentation insights
- **Finance Analysis:** Deal analysis, product analysis, strategic analysis
- **Planning Governance:** Input validation, assumption review, submission controls
- **Presentation Tools:** PowerPoint, planning decks, executive exhibits
- **Finance Partnerships:** Accounting, Commercial Finance, Strategy

SKILLS

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|-----------------------|-------------------------|---------------------|---------------------------|
| • Financial Planning | • Budgeting | • Teamwork | • Headcount Planning |
| • Revenue Analysis | • Financial Modeling | • Revenue KPIs | • Revenue Consolidation |
| • Financial Reporting | • Business Intelligence | • Scenario Analysis | • Executive Communication |
| • Forecasting | • Financial Trends | • Finance Strategy | |

PROFESSIONAL AFFILIATIONS

- Financial Planning and Analysis community participant, sharing practical approaches for forecasting and reporting.
- Anaplan user community member, exchanging model building practices with planning professionals.

LANGUAGES

- English (Native)
- Spanish (Intermediate)

ADDITIONAL INFORMATION

Work Status : Authorized to work in United States. No sponsorship required.

REFERENCES

AVAILABLE ON REQUEST