

Eleanor Aguirre

Head of Global Revenue Accounting

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SUMMARY

Results-driven finance professional with over a decade's experience in revenue accounting and compliance, particularly within SaaS environments. Skilled in overseeing global teams through monthly and quarterly close cycles while ensuring adherence to ASC 606 revenue recognition standards. Proven track record in developing robust revenue recognition policies for subscription and consumption models and fostering cross-functional partnerships that drive efficiency. Known for translating complex accounting concepts into actionable insights for non-financial stakeholders and managing external audit relationships to maintain regulatory compliance.

EXPERIENCE

Global Revenue Accounting Director

Finance Innovations Inc. 📅 January 2020 - Present 📍 Milwaukee, WI

Lead a diverse team across multiple regions driving monthly and quarterly revenue close cycles while guaranteeing compliance with ASC 606. Spearhead the development of revenue recognition policies for both subscription-based and consumption models, keeping collaboration with legal and sales teams at the forefront. Oversee efforts toward systems enhancement focusing on automation and AI to foster operational efficiency. Cultivate strong partnerships with product and engineering teams for new revenue model preparation and maintain high-level relationships with external auditors to ensure compliance.

- Guaranteed accurate reporting by effectively leading a global team during close cycles under ASC 606 guidelines.
- Developed and maintained comprehensive revenue recognition policies established through collaboration with essential legal and sales functions.
- Implemented automation techniques within billing processes, greatly improving operational efficiencies and data accuracy.
- Worked closely with IT and engineering units to strategize on successful accounting frameworks for emerging revenue models, enhancing clarity across departments.
- Facilitated ongoing dialogues with external auditors, maintaining stringent internal controls crucial for meeting compliance requirements.

Revenue Accounting Manager

TechWave Solutions 📅 March 2015 - December 2019 📍 Chicago, IL

Oversaw comprehensive revenue accounting processes, emphasizing KOL engagement, ensuring all financial reports met industry standards with complete compliance. Guided training initiatives for various cross-departmental engagements to bolster understanding of revenue recognition principles fundamental to organizational success. Facilitated the implementation of transitional technology solutions that significantly heightened tracking efficiency, along with supporting SOX compliance structures as a primary contact person for auditing activities.

- Maintained highest standards during revenue phases by supervising pertinent recording nuances within accurate financial frames.
- Created enlightening workshops that equipped non-accounting staff with high-standard knowledge pertaining to revenue figures' integrity.
- Collaboratively retained authority over devising advanced systems technologies, streamlining revenue management effortlessly for sustained progress.
- Actively supported SOX compliance control measures serving as key communication throughout different aspects of annual reviewing audits.
- Developed tailored training programs enhancing awareness about multifaceted revenue metrics impressed upon numerous teams such that they became financially agile.

Senior Revenue Accountant

Innovative SaaS Corp. 📅 June 2012 - February 2015 📍 Madison, WI

Handled key segments of revenue accounting duties emphasizing subscription revenue mechanisms while verifying compliance protocols were in place per governing legislation. Created and sustained critical documentation related to revenue policies ensuring constant alignment with ASC 606 since preparation stages. Engaged in crafting financial statements which served pivotal purposes during auditing processes providing examples for both diligence and insight into the organization's approaches.

- Diligently ensured revenue accuracies by managing consistent record keeping following subscription-based protocols marked by ASC 606 commensurate policies.
- Played integral roles supporting external audit preparations inclusive to ratification timelines reinforcing accountability benchmarks.
- Fixed analytics through prescribed revenue trends interspersed with advisories delivered regularly aimed towards upper management focus seeking enhanced strategic positioning.
- Crafted defining documents for valued attention regarding firm fiscal tracking based down exceptional auditing precision navigating preliminary successes.

LEADERSHIP & AWARDS

- Recognized as Top Financial Innovator for leadership in revenue transformation projects at Finance Innovations Inc.

- Received Excellence Award for enhancements in cross-functional training programs facilitating broader departmental comprehension.

EDUCATION

Bachelor of Science in Accounting

University of Wisconsin-Madison  GPA: 3.8  2012  Madison, WI

Coursework: *Financial Reporting, Taxation, Forensic Accounting, Auditing*

CERTIFICATIONS

- Certified Public Accountant (CPA)  2013
- Advanced Certifications in Financial Management  2019

TECHNICAL SKILLS

- **Accounting Software:** Oracle ERP, QuickBooks, SAP
- **Data Analysis Tools:** Excel, Tableau, SQL
- **Automation Platforms:** UiPath, Power BI, Zapier
- **Compliance Standards:** ASC 606, GAAP, IFRS
- **Audit Management Tools:** ACL, AuditBoard, TeamMate
- **Cloud Technologies:** AWS, Azure, Google Cloud
- **Reporting Platforms:** Crystal Reports, Scoro, Datasets
- **Financial Modelling:** Forecasting, Variance Analysis, Budgeting
- **Collaboration Tools:** Slack, Microsoft Teams, Zoom
- **Project Management Tools:** Asana, Trello, MS Project

SKILLS

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|-----------------------|----------------------------------|------------------------|-------------------------|
| • Revenue recognition | • team leadership | • audit readiness | • regulatory compliance |
| • ASC 606 | • process improvement | • accounting policies | • data accuracy |
| • financial reporting | • cross-functional collaboration | • contract evaluation | • accounting frameworks |
| • SOX compliance | • financial analysis | • systems optimization | |

PROFESSIONAL AFFILIATIONS

- Member of the American Institute of CPAs (AICPA).
- Active participant in Women in Finance Network to promote diversity in the finance sector.

LANGUAGES

- English (Native)
- Spanish (Intermediate)

ADDITIONAL INFORMATION

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

REFERENCES

AVAILABLE ON REQUEST