



Eleanor Aguirre

Head of Global Revenue Accounting

📞 (920) 555-0123 ✉️ eleanor.aguirre@email.com

🌐 [linkedin.com/in/eleanor-aguirre](https://www.linkedin.com/in/eleanor-aguirre) 📍 Green Bay, WI 54301

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.

STRENGTHS

- 👥 **Team Leadership**
Inspired globally dispersed teams to collaborate effectively, fostering a culture of accountability and openness, gaining trust through transparency.
- ⚙️ **Adaptability**
Excelled in adapting strategies amidst shifting economic landscapes, proactively restructuring processes to align with evolving regulations, thereby maintaining performance quality.
- ✅ **Compliance Management**
Ensured compliance frameworks were upheld rigorously during audits and reporting deadlines, earning commendations from senior leadership for thoroughness and promptness.
- 🔗 **Cross-Departmental Collaboration**
Fostered a collaborative environment across multiple functional divisions enabling swift problem resolutions that preserved project objectives and deadlines.
- 💡 **Strategic Thinking**
Devised forward-thinking accounting strategies integrating revenue methodologies that significantly shifted company strongholds, positively shaping fiscal outcomes.

SKILLS

Revenue recognition ASC 606
financial reporting

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

accounting frameworks

Spanish Intermediate

14
YEARS

● Senior Revenue Accountant
at Innovative SaaS Corp. (2.7
Years)

AVAILABLE ON REQUEST