

# William T. Hand

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*Your Business Manager | Financial Controller is here!*

**Operations | Business Development | Treasury Management | Financial Planning**

- More than doubled annual profits by speeding-up collections, financing debt and using credit cards to make vendor payments. Created improved cash flow, earning an extra three hundred thousand dollars in cash discounts per year.
- Implemented new “CloudSuite Distribution” ERP system by Infor. Responsible as FACTS ERP manager for the migration and configuration to the Cloud. Training in Financial Transaction and supporting Sales, purchasing and warehouse. Migrated multiple companies using both QuickBooks and Peachtree software.
- Implemented process improvements, meeting multi-task deadlines with attention to detail. Supervised staff and day-to-day finance and IT operations.

**Ethical Expertise**

**Notary Public**

**ERP Manager/FACTS**

**CloudSuite Distribution**

**QuickBooks Software**

**ADP & Paychecks Payroll**

**GAAP Experienced**

**Microsoft Suite**

## PROFESSIONAL EXPERIENCE AND ACHIEVEMENTS

**MUNICIPAL EQUIPMENT COMPANY – ORLANDO FL**

**2018–PRESENT**

*Providing professional firefighters with supplies, personal fire protection equipment*

**BUSINESS MANAGER | FINANCIAL CONTROLLER | \$20M IN ANNUAL REVENUES**

- Drive business process improvements, business development, marketing, and human resources
- Interpret financial performance of the company based on analysis for senior management and outside auditors for review and evaluation. Driving business growth utilizing accurate sales reporting and accounting data.
- Responsible for supervising and managing the daily business operations and employees of the company. Consistently align the direction of the company to meet company goals and objectives.
- Close collaboration with the business owner, negotiating contracts, hiring employees, training staff, developing business strategies and plans, monitoring financial performance and effecting strategies to achieve sustained success.
- Experienced accounting services: payroll, accounts payable, accounts receivable, bank reconciliations, journal entries, general ledger, and month/year end close, financial report, costing, sales reporting, commissions and annual auditing/review.
- Proven ability to train and mentor staff, capable of improving all aspects of the business to run more efficiently from marketing and sales to finance and IT.
- Inventory management, costing inventory, goods sold and stock movement, strategically ordering/reordering stock to keep up with demand without overstocking.
- Develop and implement budgets and prepare reports for senior management. Ensure all employees have the necessary resources to complete their tasks. Ability to work and communicate effectively with everyone from staff to vendors to management.

## EDUCATION

**AMERICAN INTERNATIONAL COLLEGE** | Business Management / Accounting

**NOVELL SCHOOL FOR NETWORKING AND INTERNET** | Certified Network Engineer

**DALE CARNEGIE SCHOOL - LEARNING THE SKILLS FOR SUCCESS** | Executive Leadership Program