

# SALLY ROBINSON

---Curriculum Vitae---

## EXECUTIVE SUMMARY

- High performing, results – oriented senior executive with extensive finance and support services experience in the private and public sector as well as start-up organisations.
- Enthusiastic about guiding organisations through the challenges of starting up, periods of rapid growth and/or major change; with a strong track record of establishing sound processes and systems that support change and growth.
- Excellent understanding of governance processes, with considerable success in working with boards.
- Outstanding financial skills, coupled with an ability to apply commercial concepts to deliver results in a practical way.
- Strong interpersonal, communication, influencing, and relationship building skills, with a focus on encouraging diversity and inclusiveness.

## CAREER SUMMARY

Feb 2019 - present	Mevo Limited, Finance Manager
Feb 2017 - Jan 2019	Damwatch Engineering Limited, Business Manager
Nov 2010 -Nov 2016	Powershop NZ Ltd, Performance and Planning Manager/Head of Finance
Jan 2010 - Oct 2010	Summerset Group Ltd, Contract Accountant
May 2005 - Dec 2009	Children’s Health Camps, Corporate Services Manager/National Finance Manager
Sep 2004 - Apr 2005	Parental leave
Mar 2000 - Aug 2004	Meat and Wool NZ, Group Finance Manager/Finance Manager
1996 - Early 2000	Travelling and working in the UK in various sectors
February 1991 – July 1996:	Various Accountant roles in Wellington

## PROFESSIONAL MEMBERSHIPS/QUALIFICATIONS

Postgraduate Diploma in Financial Analysis, Victoria University, NZ  
Chartered Accountant (CA)  
Bachelor of Business Studies, Massey University, NZ

## CAREER HISTORY

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### **Feb 2019 – present**      **Finance Manager, Mevo Limited**

#### **Responsibilities:**

- Set up Finance Management and Support systems for the Company – for all functions including devising and implementing systems, policies, and procedures to support the company’s rapid expansion.
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### **Feb 2017 – Jan 2019**      **Business Manager, Damwatch Engineering Limited**

#### **Achievements:**

- Set up and delivered Finance function: Implementation of Xero, Ipayroll, and upgrade and revision of Project Management system (Deltek) procedures and reporting. This resulted in improved and accurate invoicing and reporting, and improved focus on commercial results.
  - Tightened cash flow management, enabling the business to build Working Capital. This allowed the development of new profitable international business.
  - Review of existing and new business contracts, that directly led to improved, sustainable commercial results.
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### **Jul 2012 – Nov 2016**      **Performance and Planning Manager - Powershop**

#### **Achievements:**

- Implemented a complete forecasting process rebuild, including the change to rolling forecasting; management of the development of custom software; development of new reporting and analysis; and improvements to forecasting efficiency, accuracy, and timeliness.
- Successful integration of business intelligence software (Cognos Express) with forecasting models (excel) to enable faster uploading and better reporting and analysis.
- Analysis of the key drivers of profitability, resulting in increased accuracy to forecasting accuracy and consequent savings on hedging costs.
- Implemented a new financial reporting structure to better reflect the organisation’s increased size and accountabilities, to improve budget management, cost control, and reporting at different levels of the business.

## **CAREER HISTORY *continued***

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### **Nov 2010 – Jul 2012      Head of Finance - Powershop**

#### ***Achievements:***

- Identification of key indicators driving financial performance and stability, and raising awareness of these across the organisation to direct focus on profitable areas of growth.
- Implementation of new forecasting model for P and L, Cashflow and Balance Sheet. This was achieved in a very short time frame, while resources were deployed to develop a long –term solution. This resulted in improved management of cashflow requirements for the fast growing business.
- Redevelopment of board reports and implementation of new production process, saving two weeks per month reporting time.
- Design and Implementation of a financial structure across the organization to provide tighter budgetary control.
- Development of robust variance analysis methodology to analyse financial performance, and design of variance reporting that explained movements in the underlying factors driving results.
- Built new finance team and turned around low performing staff member.

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### **May 2005 – Dec 2009:      Corporate Services Manager, National Finance Manager Te Puna Whaiora – Children’s Health Camps, Wellington**

#### ***Achievements:***

- Implemented new IT outsourced contract, which resulted in a stable IT infrastructure.
- Selected, implemented and managed new fleet purchasing/management, property maintenance, and utilities contracts, resulting in significant savings and improved quality.
- Project managed the complete redevelopment of operations database (that records and manages service delivery to children and their families).
- Carried out a high-level costing review of organization, which resulted in a large increase in funding from their main contract.
- Led the selection, implementation and management of a new financial system, which resulted in consolidated reporting and significant efficiencies across the business.
- Implemented and managed new investment outsourcing strategy which improved returns on the investment portfolio by 40%.