



Aliyah Hansen

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EXPERIENCE

12/2014 – present

SENIOR BUSINESS CONTROLLER

Los Angeles, CA

- Participation in Commercial Management Team of Athlon (“CMT”) and report and advice on commercial and financial developments
- Monthly analysis of pipeline, new business volume, projected margins and fleet size developments and advice on area’s for improvement
- Maintaining the Pricing policy and Pricing framework including a periodic review by comparing the pricing framework with external benchmark data and/or competitors pricing
- Involvement in New Business Development and M&A projects from a financial perspective, including necessary analysis, preparation of business cases and valuations
- Regular management reporting, including the presentation of relevant financial performance to the Nacelle Management
- Proactively develop, maintain and extend strong networks and trust-based relationships
- Develop ad hoc business analysis and present recommendations to senior management

12/2007 – 10/2014

BUSINESS CONTROLLER

Boston, MA

- Drive working capital reduction. Closely working with operations team to develop and execute sustained inventory reduction
- Actively assist Management through the development , maintenance and monitoring of KPI’s for the overall New Vehicles Sales performance
- Develop Management Dashboard for effective Performance Management
- Utilize business intelligence tools to provide insights into business performance, and make related recommendations
- Developing tools to help country level managers better synergize information and making it useful to managers daily and weekly operations
- Develop & evolve the reporting framework along with KPI’s & metrics to track and monitor business performance
- Prepare reports for the Sector Management such as Monthly Report to Group Management, EMEA Sector Management and Sector Board Financial information

07/2004 – 09/2007

JUNIOR BUSINESS CONTROLLER

Chicago, IL

- Facilitating continuous efficiency and process improvements/documentation by supporting re-engineering initiatives
- Master data management
- Assist sales with contract simulation
- Providing trend analysis and explain variances to forecast at a project level
- Assist sales with trade spent registration and follow up
- We offer and expect flexibility when it comes to working hours
- Providing insights on numbers and drivers for cost at a project level

EDUCATION

UNIVERSITY OF NORTH TEXAS

Bachelor’s Degree in Finance

SKILLS

- Be able to adapt to a quickly changing environment and reliable
- Personal drive: technical & professional expertise, practice self-development, ability to work in culturally diverse environment, intellectual curiosity
- Strong analytical skills, with the ability to use data and insights to convey a clear message
- Ability to understand basic finance technicalities (POC,TAC, audit mechanisms)
- Attention to detail and able to provide accurate analysis
- Good interpersonal and communication skills; able to work with people from all backgrounds and disciplines to achieve desired objective
- Excellent analytical skills and the ability to think strategically
- Proactively identify trends and provide suggestions to maximize profitability, minimize risks and safeguard assets
- Provide financial support to the SP&A business team and provide evaluation of opportunities and

initiatives to deliver profitable growth

- Good knowledge of MS Office tools and readiness to learn finance and planning tools