



Lula Monahan

98886 Van Loop, Detroit, MI ♦ Phone: +1 (555) 129 5942

EXPERIENCE

10/2015 – present

CUSTOMER DEVELOPMENT CONTROLLER

Boston, MA

- Coach & support your team to design, develop & deliver compelling joint business plans with Customers & work cross functionally with Category Development, Customer Planning, Shopper Insight, Consumer Marketing, Supply Chain and Sales Finance to achieve your Customer's objectives and ensure best for business solutions
- Provide thought leadership around strategic & tactical Customer initiatives to drive Mondelez Category & Brand Performance
- Lead the delivery of the Customer investment strategy & budget, with particular focus on price and promotional strategy by Category & work with Category Planning, Sales finance & CS&L to ensure robust forecasts are built & delivered with your team, enabling stock deployment to deliver business and Customer priorities
- By being the considered voice of the Customer internally, you will support the development and execution of net revenue realisation through implementing: cost price changes recommended promotional mechanics and key format changes
- Work as part of the IC Channel Sales Leadership Team to deliver best practice account and team management and to deliver the overall Channel targets
- Work in conjunction with the Field Sales Leadership team to develop and deliver an outlet Customer contact plan
- Together with management, develop delegation of authority for all entities and establish compliance mechanisms

01/2013 – 06/2015

CATEGORY DEVELOPMENT CONTROLLER

Dallas, TX

- Responsible for building Sales capabilities and the identification of Category Opportunities and initiatives to drive growth or defend risk
- Drive & lead the simplification agenda across all areas to create best practice and rigorous processes and reporting
- Lead the Sales & Market Insights Team to ensure that the right data and processes are in place to support reporting & insights across the total business
- Management and development of Category Development Analyst, providing Category 'Dashboard / fundamentals'
- Key interface between Marketing and Customer Managers
- Lead the Perfect Store Plan and evolve the point of buying vision for the Impulse Channel
- Evidence of strategic thinking with tangible commercial output

10/2008 – 08/2012

DEVELOPMENT CONTROLLER

Chicago, IL

- Manage external service providers and associated cost
- Establish access and use controls to development software
- Calculate and processes monthly developer/asset management fees
- Proven track record of high performance in prior work and university studies
- Ensure proper working capital is established and maintained
- Work with tax director to ensure compliance with tax regulations for all relevant entities that make up the investment
- Develop and maintain financial policies and procedures related to development accounting

EDUCATION

AUBURN UNIVERSITY

Bachelor's Degree in Accounting