

Ariel Lovera

COO | CFO | Shared Services | Finance & Operational Turnarounds

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KEY ACHIEVEMENTS

- **94% forecast accuracy:** Elevated enterprise planning by implementing rolling forecasts and standardized reporting, reducing monthly variance **35%** and enabling live KPI dashboards.
- **15% EBITDA margin improvement:** Spearheaded operational redesign for a **\$120M+ portfolio**, shortening approval cycles **43%** and boosting workforce efficiency **18%** across 400+ staff.
- **\$8M+ cumulative savings:** Directed vendor governance and strategic sourcing, including **\$3.4M annual savings (22%)** from contract consolidation and **\$2.8M annual Lean savings**.
- **90% reduction in audit adjustments:** Achieved through robust internal controls and GAAP/ASC 606 compliance.
- **30% faster financial close:** Delivered on-time, on-budget ERP implementations and automated AP/AR processes, reducing manual effort **40%** and enabling growth across 340+ client entities.

PROFESSIONAL SUMMARY

I am an operations leader with over 20 years of experience building and fixing operating systems across finance and business operations. I step into environments where visibility is broken, reporting is inconsistent, and execution is slow. I establish a single version of truth, install operating cadence, and align teams to drive measurable performance.

My background spans CFO and COO roles across multi-entity organizations, where I have improved forecast accuracy, strengthened financial controls, and delivered over \$8M in savings. I focus on making the business understandable again so leadership can move with confidence.

CORE COMPETENCIES

Operations Leadership, ERP Transformation, Strategic Planning, Workforce Optimization, FP&A Transformation, Budgeting & Forecasting, Capital Planning, Financial Modeling, Variance Analysis, GAAP (Generally Accepted Accounting Principles), ASC 606, Audit Management, Internal Controls, Treasury & Cash Management, Working Capital Optimization, M&A Due Diligence, Cost Reduction, Strategic Sourcing, ERP (SAP, Oracle, NetSuite, Workday), Financial Systems Integration, Power BI, Tableau, SQL, Advanced Excel (VBA, Power Query)

PROFESSIONAL EXPERIENCE

CITI - New York, NY

Vice President, Global Finance & Operations (Operating Lead) | February 2023 – Present

- Improved forecast accuracy from 79% to 94% by implementing rolling forecasts and standardized reporting across a \$120M+ operating environment
- Reduced financial close cycle by 30% through ERP implementation and automation of AP and AR processes, decreasing manual effort by 40%
- Delivered \$3.4M+ in annual savings through vendor consolidation and strategic sourcing, contributing to \$8M+ in cumulative savings
- Strengthened financial controls, reducing audit adjustments by 90% through GAAP compliant process improvements
- Led operational redesign initiatives that shortened approval cycles by 43% and improved workforce efficiency by 18% across 400+ employees
- Built KPI dashboards and reporting frameworks to improve visibility and support faster, data driven decision making

REALMANAGE, LLC - Richardson, TX

Group Financial and Operations Controller | November 2021 - September 2022

- Reduced month end close from 10 to 6 days by implementing process automation and optimizing ERP workflows across a \$40M+ portfolio
- Improved EBITDA by 15% by redesigning FP&A processes, strengthening financial controls, and enhancing cost discipline
- Increased reporting accuracy by 30% through automation of AP, AR, and revenue processes, reducing manual effort by 40%
- Delivered \$680K in annual savings by renegotiating vendor contracts, reducing service costs by 17% and improving SLA compliance to 93%
- Redesigned financial reporting and dashboards for \$40M+ community portfolios, improving visibility and decision making for stakeholders

LIGHTEDGE CONSULTING GROUP – New York, NY

Fractional Operations & Shared Services Advisory | May 2005 – Present

- Advise founders and operators on shared services design, financial processes, and operational structure across growth stage and community based organizations
- Improve reporting clarity, workflow efficiency, and alignment between finance and operations
- Support implementation of scalable processes that enhance visibility, accountability, and execution

GOVERNMENTAL MANAGEMENT SERVICES - Orlando, FL

Chief Financial Officer & Chief Operating Officer | May 2005 - February 2021

- Built finance and operations functions from startup, scaling the organization to support 340+ client entities and over \$85M in assets
- Led enterprise wide ERP implementation (\$1.2M) delivered on time and on budget, improving financial close efficiency by 30% and standardizing reporting across the organization
- Engineered reporting infrastructure and KPI dashboards, reducing report generation time by 20% and improving data accuracy for executive decision making
- Implemented internal controls and GAAP compliant processes, reducing external audit adjustments by 90% and strengthening governance across all entities
- Delivered \$2.8M in annual savings through Lean initiatives and process redesign, reducing operating costs by 20% while improving service delivery
- Partnered with CEO on multi year strategic plans that drove 25% revenue growth and supported expansion across multiple communities

TECHNICAL PROFICIENCIES

- **ERP & Financial Systems:** SAP, Oracle Financials, NetSuite, Workday, AS400
- **EPM & Planning Tools:** Adaptive Insights, Anaplan, Hyperion
- **Business Intelligence:** Power BI, Tableau, SQL
- **Advanced Analytics:** Excel (VBA, Power Query, Pivot)

EDUCATION

MIT xPRO Chief Operating Officer Program - Executive Education - Expected 2026

Doctorate in Business Administration (DBA) - Baruch College, CUNY - Expected 2029

Master of Business Administration (MBA) - 2004 Stetson University

Bachelor of Business Administration (BBA), Accounting - 1996 University of Puerto Rico

CERTIFICATIONS

Certificate: AI for Business Applications

SAFe® 6 Release Train Engineer Certification

Citi Lean Six Sigma

Caliber Global Leadership Accelerator Program

Project Management for Non-Project Managers

Change Management Certification

Real Estate License