

# James B. Williams, MBA

## SUMMARY OF QUALIFICATIONS

Detail-oriented finance professional with a robust background in corporate finance, financial reporting, and process improvement. Adept at driving financial strategies to optimize business performance and achieve organizational goals. Possesses a Master's in Business Administration from the University of Georgia and a Bachelor's in Science in Accounting from Clemson University.

## CORE COMPETENCIES

Finance | Financial Metrics | Financial Reporting / Presentations | Corporate Finance | Budgeting / Forecasting | Intercompany Accounting | Fixed Assets | Reconciliations | Transfer Pricing | Capacity Planning | Data Modeling | Process Improvement | Problem Solving | Critical Thinking

## TECHNICAL

Experience with SAP, Oracle, JDE, Microsoft Great Plains, Concur, Onestream, Essbase, CDK, Ariba and FAS. Advanced Skills with Microsoft Excel, Experienced with Powerpoint

## PROFESSIONAL EXPERIENCE

### Senior Manager, Commercial Finance NA - *AGCO Corporate, Duluth, Georgia* 2022 - Present

- Drive monthly, quarterly & annual reporting for North America Massey Ferguson Brand
- Create budget and forecasts for all North America wholegoods products and Marketing opex
- Developed and maintained detailed VIN-level records for all North American product sales, ensuring accessible information for research purposes.
- Collaborated with sales and marketing teams to drive growth through pricing strategies and discount programs.
- Produced monthly reports on Massey Ferguson brand results, highlighting key variance drivers for informed decision-making.

#### Select Accomplishments

- Implemented process improvements to help improve margin accuracy and speed of reporting for Margin Tracker VIN level database.
- Took part in the Onestream dimension cleanup aimed at aligning the global reporting structure to enhance model-level reporting for all products.
- Presented model level profitability presentation to VP of Finance on a monthly basis to drive sourcing and other business decisions.

### North America Finance Manager - *AGCO Corporate, Duluth, Georgia* 2018 - 2022

- Oversaw financial operations for domestic logistics and Assembly Centers, managing monthly Income Statements and ensuring alignment with company objectives in financial evaluations of logistics metrics.
- Led the annual budgeting process for Logistics, Assembly Centers, Purchasing, and AgRevolution, handling a ~\$230M annual spend and calculating LAC rates monthly for comprehensive freight cost management.
- Collaborated with commercial finance to address supply chain constraints, offset rising costs, and orchestrated monthly Inbound and Outbound accrual calculations for AGCO and GSI freight. Provided oversight for Assembly Center inventory validation cycle count.

#### Select Accomplishments

- Drove savings of 130k in 2021 & >200k in 2022.
- Acted as interim Controller of newly acquired business.
- Developed and updated work procedures for all portions of my role since previous employees were short term.

### International Accounting Supervisor - *United Parcel Service, Sandy Springs, Georgia* 2016 - 2018

- Orchestrated accurate monthly and quarterly Transfer Pricing entries through close collaboration with the International tax department.
- Implemented AR Dashboards to assess and mitigate risk, presenting corrective action plans to the international CFO quarterly.
- Managed comprehensive financial analysis for the Americas region, overseeing monthly variance analysis, quarterly Profit and Loss statements, and monthly reconciliations, including Advertising expenses.

- Developed and maintained diverse journal entries for revenue and cost distribution across multiple entities based on shipment types or locations.

#### Select Accomplishments

- Spearheaded process improvements at UPS, creating Excel templates and macros that streamlined month-end procedures, resulting in substantial time savings.
- Supervised and directed a team of three employees to achieve departmental objectives and ensure optimal performance.

#### **OTHER PROFESSIONAL EXPERIENCE**

**Staff Accountant II - Coyote Logistics, Alpharetta, Georgia**

**2010 - 2016**

#### **EDUCATION**

**Masters of Business Administration**

*University of Georgia - Athens, GA*

**Bachelor's of Science in Accounting**

*Clemson University - Clemson, SC*