

# ERNIE ROBINSON, CMA, MBA

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## SUMMARY OF QUALIFICATIONS

Financial Planning & Analysis  
Budgeting & Analysis  
Monthly Forecasting  
Customer Profitability Analysis  
Customer Proposals / Rebates

Multi-Unit/Multi Location  
Management Reporting  
Variance Analysis  
Operational Analysis  
Accounting Operations

SOX Auditing and Documentation  
Business Process Improvement  
Hyperion Essbase  
SAP and Business Objects  
SAP and Vistex

Finance Manager with extensive business-related experience and collaboration with Operations, Sales, Marketing, IT, HR and Administration. Team player with strong analytical, leadership and communication skills. A passion for numbers to determine profitability, trends and strategy.

## PROFESSIONAL EXPERIENCE

**University of North Texas at Dallas**

**2017 to Present**

**Adjunct Instructor** – teaching Accounting Principles I and II

**Grapevine Colleyville Independent School District (GCISD)**

**2016 to Present**

**Academic Tutor at Collegiate Academy** – a dual credit high school on TCC Northeast  
**Substitute Teacher - all grades and subjects**

**AmerisourceBergen – Roanoke, TX**

**1997 to 2016**

*\$140 Billion Global Pharmaceutical Sourcing and Distribution Services Company*

**FINANCE MANAGER / SR FINANCIAL ANALYST – Drug Co**

**2014 to 2016**

- Analyzed and developed profitability of customer proposals and renewals, collaborated closely with the sales team, and made recommendations to sales with regards to the deal structure to ensure maximum profitability.
- Completed customer profitability analysis to ensure compliance to current agreements.
- Reviewed incoming sales requests and disseminated to the finance team.

**REGIONAL FINANCE MANAGER – Drug Co**

**2007 to 2014**

- Developed Customer Profitability Models and interfaced with the sales team regarding proposals for prospect customers, current state status and extending agreements for current customers in the South Region with annual sales of \$12 billion.
- Evaluated and ensured compliance to customer agreements.
- Performed monthly performance reporting and analysis. Developed a Customer Markup Report by class of trade and account to enhance analysis. Assisted with monthly forecast on an as needed basis.
- Engaged in the planning process which included developing the operational statistics, operating expenses for Region staff and Distribution Centers, and the Plan presentation as well as the overall review and analysis.
- Active participant in the implementation of the Advance Rebate Program with Finance and Generic Teams.
- Performed Sarbanes-Oxley compliance testing audits for selected Distribution Centers.
- Managed and processed Region customer rebates beginning July 2013 which encompassed improving the overall process as well as discovering and correcting issues.

**REGIONAL DIRECTOR OF FINANCE – Drug Co**

**2002 to 2007**

- Successfully handled the transition and consolidation of the new Region structures as the organization continued to decrease the number of Regions from 7 to 4 Regions.

## **ERNIE ROBINSON, CMA, MBA**

- Managed monthly performance reporting and analysis, monthly forecast, Region planning process, capital expenditure analysis, customer pricing and profitability analysis, and multiple projects for the Region.
- Effectively managed all aspects of the annual planning process for the Region.
- Analyzed the development of the Dallas Distribution Center consolidation and projected cost savings.
- Established consistency in financial reporting, spending and policies within the Distribution Centers and South-Central Region after the merger.
- Involved in the implementation and set-up of Key Controls and performed Sarbanes-Oxley compliance testing audits at Distribution Centers.
- Directed a team of 5 reports.

### **FINANCE MANAGER – Drug Co – Escalante Solutions**

**2001**

- Managed the accounting/finance responsibilities for this Sacramento, California based joint venture between the Corporation and Longs Drugs.
- Established the accounting and financial reporting using QuickBooks.
- Developed the capital expenditure budget analysis to verify compliance with the joint venture agreement.

### **Bergen Brunswig Medical Corporation – Orange, California**

**1997 to 2001**

*Medical Products Distribution. Annual revenues of \$1.0 billion. Subsidiary of Bergen Brunswig Corp.*

### **MANAGER, FINANCIAL PLANNING AND ANALYSIS**

- Managed monthly performance reporting and analysis, monthly forecasting, planning, capital expenditure analysis and multiple projects.
- Established monthly performance report focused on financial highlights and rankings, operational indices and financial statistics enabling management to quickly address issues and problems.
- Completed annual planning process which included developing plans for 28 operating divisions and 20 administrative departments, providing financial system (PRISM) training, coordinating senior management review and preparing plan presentations. Resulted in new levels of sophistication and a collaborative ownership in the planning process.

### **LTU – Professional Courses and Certificate Programs - Irvine, CA**

**1998 to 2001**

**Part-Time Evening Instructor - Accounting**

## **OTHER RELEVANT EXPERIENCE**

**Grant Thornton LLP - Irvine, California**

**Orange County Transportation Authority - Orange, California**

**Restaurant Enterprises Group, Inc. - Irvine, California**

**AMF, Incorporated – White Plains, New York; Fort Worth, TX; Irvine, CA**

**International Paper Company – New York, New York**

## **EDUCATION**

**Master of Business Administration - Financial Management, PACE UNIVERSITY, Pleasantville, NY**

**1977**

**Bachelor of Arts - Economics, WAYNESBURG COLLEGE (now UNIVERSITY), Waynesburg, PA**

**1974**

## **PROFESSIONAL ASSOCIATION**

**Institute of Management Accountants (IMA) - Certified Management Accountant (CMA)**