

## JOSEPH W. KIRIAZES

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### Finance and Account Management Professional

Ability to develop business processes that can be replicated to drive results. Reputation for effectively leading teams using a non-directive management style; asks questions and engages members to develop solutions. Skilled in researching, educating and sharing information to ensure a crystal clear understanding of goals and objectives.

#### PROFESSIONAL EXPERIENCE

##### **RESTORATION BUILDERS, INC. / NRC, Elmhurst, IL.**

2018 – 2020

*Restoration Builders, Inc. is a residential and commercial contractor founded in 2017 to meet the demands of explosive growth in the \$210B+ insurance restoration industry.*

##### **Financial Manager**

Responsible for all day to day financial operations of the Elmhurst office, including daily cash flow, payables, receivables, and payroll. Produced quarterly and yearly P&L and BS financial statements. Prepared expense budgets and presented a quarterly analysis of actual vs. budgeted costs. Lead a team of 4 accounting staff.

- Consolidated two charter groups, Midamerica and NRC, into one set of financials.
- Implemented corporate changes to the financial structure including switching from cash to accrual accounting method.
- Converted accounting database software from QuickBooks to Sage, so all charter groups report under one centralized corporate accounting platform.

##### **CVS HEALTH, Northbrook, IL**

2014 – 2017

*CVS Health is a pharmacy innovation company specializing in retail pharmacy, pharmacy benefit management & mail services, Minuteclinic medical clinic provider, and specialty pharmacy services.*

##### **Account Manager, Specialty Manufacturer Services (2015 – March 2017)**

Managed the day-to-day manufacturer relationships for several of the company's high profile Specialty clients. Drove resolutions and escalation of issues and inquiries. Executed on contract specific activities (deliverables).

- Implemented client specific programs including: Co-Pay or financial assistance, Patient Access Programs, Bridge Supply programs, and HUB relationship protocols.
- Analyzed data specific information against budgeted revenue volumes and supported data aggregator statistics to ensure accuracy and timeliness.
- Launched 12 newly acquired Specialty drug contracts and drove associated new drug launch activities to meet revenue projections.
- Created and participated in regular Specialty manufacturer QBR's (Quarterly Business Review meetings) including preparation of financial performance summaries, volume benchmarks and projections, identification of trends or explanation of outliers; monitored post-meeting activities for the sustainability of client specific products, volume growth, and future client business.

##### **Director, Specialty Process Optimization (2014 – 2015)**

Director of the Specialty Optimization team, focusing on processes and manufacturer contracts related to the specialty pharmaceutical drug business. Managed a team of five senior analysts. Reviewed contracts to optimize revenue opportunities and meet deliverables.

- Redefined processes in the Specialty Pharmacies and implemented efficiencies to improve outcomes, which resulted in additional revenue of over \$36K annually.

**GOLDMAN SACHS & CO., Chicago IL****1995 – 2013**

*The Goldman Sachs Group, Inc. is a multinational finance company that engages in global investment banking, investment management, securities, and other financial services.*

**Senior Analyst (2005 – 2013)**

Sole manager and processor of all client technology related expenses for the firm's Clearing and Execution business, nationally. Managed all third-party provider contracts totaling over \$3M in annual charges in order to track, invoice, and collect from client users. Managed the end-to-end process for all client technology related expenses for the Execution and Clearing business including Telecom, Market Data, and Cabling. Provided business unit management with analyses of monthly spend.

- Developed and implemented processes related to technology spend, which resulted in FULL cost recovery, which previously, were unrecovered or only partially recovered.
- Investigated, performed audits, and standardized recovery of client expenses, which saved over \$100K in annual spend.
- Resolved lease tax payments with the city of Chicago and implemented process improvements, which saved over \$25K in annual tax liabilities.

**Analyst (2002 – 2005)**

Lead contact and liaison for the Customer Service teams in Chicago, New York, Philadelphia, and San Francisco for all market data related client expenses. Standardized the processes of the firm's internal Market Data product (REDI).

- Streamlined the market data billing and payment process from 10 days to 5 days, by consolidating market data accounts, and working extensively with the market data vendors.
- Orchestrated an extensive audit of all market data charges for the Execution and Clearing business which resulted in saving the firm over \$100K annually.

**Telecom Accounting Manager (1998 – 2002)**

Oversaw the allocation and payment of telecommunication invoices both to client accounts and internal departments. Managed a staff of four employees. Analyzed balance sheet and telecommunication expense accounts to ensure consistency of payments, accurate client and department allocations, and reduced risk to the firm and to clients.

- Researched and disputed questionable telecom charges with vendors to provide accurate billing. Saved the firm over \$80K in erroneous charges.

**Accounting Supervisor (1995 – 1998)**

Managed daily and monthly bank reconciliations including daily suspense reconciliations for client asset accounts. Supervised a staff of three employees. Created standardized month-end closing processes to improve timely and accurate reporting.

- Audited and automated the CBOE monthly billing to improve accuracy and accountability saving the firm over \$360K annually.

**PRICEWATERHOUSE (PriceWaterhouseCoopers, LLP), Chicago IL****1991 – 1995**

*PwC is a multinational professional services network focusing on assurance, tax advisory, consulting, financial advisory, actuarial, and legal services.*

**Financial Analyst**

Audited internal expense reports, managed cash advances, and petty cash. Managed monthly timesheet processing for Great Lakes Region. Organized and developed a new system for accountability of expense reports, in real time, to eliminate future backlog. Implemented and trained all accounting staff on timesheet processing and expense report auditing. Analyzed charitable contribution accounts to ensure compliance with GAAP standards.

**EDUCATION**

BS, Finance, Northern Illinois University, DeKalb, IL, 1990