

Ksenia Shabelsky

Senior Financial Analyst

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415-235-4909 • South San Francisco, CA

Known for thorough data analysis abilities which translate into money saved and revenue generated for organizations. Trained in forecasting, accurate reporting, evaluating KPI's, and project management. Accustomed at taking ineffective and outdated processes and modernizing them to boost efficiency by optimizing their performance. Strong working knowledge of financial/operations reporting, financial/compliance auditing, quote-to-cash, financial modeling, risk management, and data migration.

ACCOMPLISHMENT SUMMARY

- *Drove integration of two reporting systems and time entry process system mergers amidst two major acquisitions of NetSuite to Oracle and Success Factor to SAP. Resulted in zero process interruptions and bringing project in on-time.*
- *Partnered with global executives and management teams to present, publish, and analyze KPI (key performance indicator) metrics, queries, and ad hoc reporting.*
- *Streamlined process to reduce number of electronic communications to consulting team by consolidating format for reporting and presenting KPIs. Led to being awarded 'Trailblazing Award', 2017.*

PROFESSIONAL EXPERIENCE

Riverbed (SF) & Workday (Pleasanton) – short term contracts **Senior Financial Analyst**

04/2020 – Present

Play key role in day to day recording of revenue-related transactions and forecasting processes with keen eye for accuracy. Brought to life data mapping tools/validation, investigating variances, and optimizing workflows to maximize efficiency. Eye for meeting compliance standards set forth by FASB, GAAP, and Sarbanes-Oxley.

- *Strategically guide organization on new Quote-to-Cash initiatives by advising leadership on revenue flow tactics.*
- *Integral to the implementation systems of a new revenue model, ARM by facilitating migration, performing source system data analysis, and ensuring revenue recognition rules were set up correctly. Administer reconciliation reports to prove the successful data migration across all data entities.*
- *Conduct sales transactions analysis within the company's revenue sub-ledger to safeguard the accuracy of data and integrity of revenue schedules, inclusive of revenue allocations—in production and test environments.*
- *Save company's money through conducting a thorough review and audit of contracts and large business deals, identifying any non-standard terms that influence the revenue recognition. Perform comparison of Master Service agreement /quote/PO/invoice/Shipping documents/delivery confirmation before uploading materials into QuickBase for 2nd level and auditor's review.*

Oracle/NetSuite, Redwood Shores, CA **Senior PS Revenue Operations Analyst**

09/2015 – 02/2020

Tracked and reported professional services KPIs, revenue, customer satisfaction, compensation, and training compliance to enhance organizational effectiveness and goal setting.

- *Built new reports and scorecards for senior management to help influence vertical performance. Presentations were used on companywide “All Hands” calls.*
- *Delivered improved quality control measures by initiating system enhancements and routine maintenance in partnership with the system tools team.*

SAP Americas, Palo Alto, CA
Global Revenue/ Operations Analyst

12/2010 – 09/2015

Collaborated with senior management to drive reporting mechanisms including initiating monthly scorecard reporting based on actuals, utilization, forecast, budgeting, order entry and projects delivered and/or in delivery process.

- *Liaised with consultants and controllers on SAP system issues, e.g. ISP (legacy ERP system) BI (business intelligence) and ICP (customer relationship management) to provide exceptional interpersonal and client relationship building skills.*
- *Boosted reporting processes by creating innovative real-time reporting solutions and visual data representation.*
- *Selected as the only global business operations specialist to go to the company’s headquarter in Germany on quarterly basis to present the quarterly deck of the current business standing to the group of regional directors.*

Additional Experience

Controller/Operation Manager,

Next Axiom Technology, San Francisco, CA 2010

Accountant, Office Manager

International Trade Alliance, South San Francisco, CA 2008 – 2010

Operations Manager

Priocom Corporation, San Francisco, CA 2005 - 2008

EDUCATION

Bachelor of Arts, Liberal Arts

San Francisco State University ▪ San Francisco, CA

LICENSES & CERTIFICATIONS

Notary License, San Francisco County, San Francisco, CA
 National Notary Association Member, Active
 Certified, Personal Banker, Wells Fargo Bankers Academy, San Francisco, CA
 Certified, Achieving Sales/Service Excellence in Banking Industry,
 Wells Fargo Bankers Academy, San Francisco, CA

TECHNICAL ABILITIES

Microsoft Office, Microsoft Word, Microsoft Excel, Microsoft PowerPoint, Outlook Software: Oracle, NetSuite, Salesforce, Adaptive Insights, Zuora-RevPro, BICS, QuickBase, ISP-SAP ERP System, Power BI, ICP, Tableau, OpenAir, Quick Books, MAS 90, Peachtree, SugarCRM

KSENIA SHABELSKY

- South San Francisco, CA, USA
- CA, USA

Contact Information

- omq-0ha-mqa@mail.dice.com (Preferred)
- 4152354909 (Preferred)

Summary

Senior PS Operations Revenue Analyst at NetSuite

Work History

Total Work Experience: 18 years

- **Senior Revenue Analyst | Riverbed**
Jan 01, 2003 - No End Date | San Francisco CA United States
- **Global Revenue/Operations Analyst | SAP AMERICAS**
Dec 01, 2010 - Sep 01, 2015 | Palo Alto CA United States
- **Senior PS Revenue Operations Analyst | ORACLE/NETSUITE**
Jan 01, 2003 - Sep 01, 2015 | Redwood Shores CA United States
- **Controller/Operations Manager | NEXT AXIOM Technology**
Feb 01, 2010 - Dec 01, 2010 | San Francisco CA United States
- **Accountant/Office Manager/Executive Assistant | INTERNATIONAL TRADE ALLIANCE**
Jan 01, 2008 - Feb 01, 2010 | South San Francisco CA United States

- **Operations Manager | PRIOCOM CORPORATION**
Jul 01, 2005 - Jan 01, 2008 | San Francisco CA United States

Education

- **Finance, Corporate Finance**, No Dates Provided | San Francisco State University

Skills

- **reporting** | 35yrs | 2021
- **compliance** | 31yrs | 2021
- **policies and procedures** | 30yrs | 2021
- **accounting** | 22yrs | 2021
- **forecasting** | 22yrs | 2021
- **general ledger** | 18yrs | 2021
- **operations research** | 18yrs | 2021
- **revenue recognition** | 18yrs | 2021
- **sarbanes-oxley** | 18yrs | 2021
- **senior management** | 18yrs | 2021
- **financial analysis** | 17yrs | 2021
- **audit** | 17yrs | 2021
- **data analysis** | 17yrs | 2021
- **facilitation** | 17yrs | 2021
- **gaap** | 17yrs | 2021
- **reconciliation** | 17yrs | 2021
- **invoices** | 17yrs | 2021
- **po** | 17yrs | 2021
- **quickbase** | 17yrs | 2021
- **quoting** | 17yrs | 2021
- **uploading** | 17yrs | 2021
- **business operations** | 15yrs | 2021
- **finance** | 13yrs | 2021
- **financial reporting** | 13yrs | 2021
- **fp&a** | 12yrs | 2021
- **accounting software** | 10yrs | 2021
- **ad hoc reporting** | 10yrs | 2021
- **erp** | 10yrs | 2021
- **financial software** | 10yrs | 2021
- **cost accounting** | 9yrs | 2021
- **project management** | 8yrs | 2021

- **analytics** | 7yrs | 2021
- **accounting management** | 7yrs | 2021
- **corporate development** | 6yrs | 2021
- **netsuite** | 30yrs | 2020
- **production** | 20yrs | 2020
- **qa** | 19yrs | 2020
- **data mapping** | 18yrs | 2020
- **riverbed** | 18yrs | 2020
- **sales** | 18yrs | 2020
- **workflow** | 18yrs | 2020
- **cross-functional** | 18yrs | 2020
- **implementation** | 18yrs | 2020
- **policies** | 18yrs | 2020
- **procedure** | 18yrs | 2020
- **verification and validation** | 18yrs | 2020
- **operations** | 15yrs | 2020
- **presentations** | 12yrs | 2020
- **sales operations** | 11yrs | 2020
- **business analysis** | 10yrs | 2020
- **financial statements** | 10yrs | 2020
- **dashboarding** | 9yrs | 2020
- **financial modeling** | 8yrs | 2020
- **internal control** | 8yrs | 2020
- **analysis of variance** | 10yrs | 2019
- **analysis** | 0
- **management** | 0
- **sap** | 0
- **budgets** | 0
- **business intelligence** | 0
- **competitive analysis** | 0
- **crm** | 0
- **cross-functional team leadership** | 0
- **leadership** | 0
- **product management** | 0
- **start-ups** | 0
- **management reporting**
- **validation**

Work Preferences

- Likely to Switch: Most Likely
- Willing to Relocate: No
- Work Authorization:

- US
- Work Documents:
 - US Citizenship
- Desired Hourly Rate: 60+ (USD)
- Desired Salary: 120000+ (USD)
- Security Clearance: Yes
- Third Party: No
- Employment Type:
 - Contract - W2
 - Contract to Hire - Independent
 - Full-time
 - Contract to Hire - W2
 - Contract - Independent

Profile Sources

- LinkedIn: <http://www.linkedin.com/in/kseniashabelsky>
- Dice:
<https://www.dice.com/employer/talent/profile/54025854a022b84264961d8bdb66335e9a4e9a8d>