

DEREJE DAGNACHEW, PMP

3700 North Capitol Street, NW, #185 ~ Washington, DC 20011

(703) 582-0323

ddereje@yahoo.com

QUALIFICATIONS

Analytical, award-winning Business Manager and Financial Professional with 15+ years diverse hands on and supervisory success with projects and contracts, including DoD and other federal agencies. MBA. *Secret Security (DoD) and NACI Clearance*. Extraordinary oral/written communication, team building and interpersonal skills. A dynamic self-starter, efficient time/people manager and proven problem-solver. Proficient with MS Office, Lotus 1-2-3, Hyperion Retrieve and Enterprise, Great Plains & Lotus Notes, Deltek Costpoint and Cognos. Willing to relocate/travel for appropriate position. Member, DC Charter of Project Management International.

- ◆ Prudent risk taker
- ◆ Organizational astute
- ◆ Strategic planner
- ◆ Critical thinker
- ◆ Visionary mission manager
- ◆ Leader/Coach/Team Player
- ◆ Persuasive negotiator
- ◆ Driven to succeed
- ◆ Highly focused

PROFESSIONAL EXPERIENCE

BAE SYSTEMS

2000 - present

Business Manager/Senior Financial Analyst

Technology Services & Solutions, Silver Spring, MD and Washington, DC (2002 – present)

- Manage \$450+M revenue for 10 year FAA contract, \$70M annual DoD contract, \$53M annual contract proposal/task order submission resource, and planning for 400+ full time equivalent employees.
- Supervise six direct report personnel, personnel management, review and approval of deliverable products and expenditures, and manage/develop risk management/mitigation/business plans and orders, sales and earnings forecasts.
- Work with Cost Plus Fixed Fee, Cost Plus Award Fee, Cost Plus Incentive Fee, Time and Material, and indefinite Delivery/Indefinite Quantity type contracts with different DoD and Federal Agencies.
- Oversee technical performance of assigned WBS area products/services and for ensuring cost, schedule and programmatic objectives are met within budget and schedule constraints.
- Identify key issues, establish and manage policies/procedures/goals for successful completion of missions within task order and ensure effective compliance.
- Prepare variance analysis and commentary for actual financial results compared to plan and forecast.
- Assist Overhead/Burden Rate computation/analysis and participate in Contract Report Data Package.
- Prepare monthly Contract Status Report including Estimate to Complete and Estimate at Completion.
- Ensure adequate warning to senior management for program cost and schedule risk.
- Manage funding profile at WBS level with various types of color of money and CLINs.
- Work closely with Contract Office to ensure incorporation of contractual changes into the system as well as continuously reviewing/updating subcontractor/consultant agreement and funding.
- Promoted quickly to supervisor of Financial Planning and Analysis to oversee employees, day-to-day activities, workload distribution, and for setting/meeting mutually agreed goals and objectives.
- Awarded *Employee Achievement Award* in recognition and appreciation of superior achievement.

Senior Financial Analyst

Corporate Office, Rockville, MD (2000 – 2002)

- Worked as an integral team member in the Ten Year Integrated Business Plan Process, including strategic/implementation plans, projected operating budgets and nine year financial projections.
- Assisted with balance sheet, statement of operating and non-operating cash flow, as well as Strategic Options with calculations for NPV, IRR, payback period & discounted cash flow.
- Prepared North America Quarterly Business Review, presented to headquarters by CFO, including significant events (highlights and disappointments), issues and status, major opportunities and risks for Orders, Revenue, Profit and Cash Flow, financial summary, walkdown from operating profit to operating cash, capital employed, capital funding and provisions.
- Participated in monthly financial planning & analysis teleconference with sector's financial directors focused on forecast and budgets variance on key salients as well as actual and budget variance.
- Prepared monthly management report package with commentary on budget, forecast and actual variance for YTD, half-year and full year.

BAE SYSTEMS, *Senior Financial Analyst* (continued)

- Oversaw the design of a variety of Hyperion based reports to manage and analyze the financial data.
- Assisted on divestiture and acquisition of business, sale of facilities, buy or lease analysis.

ARTHUR ANDERSEN, LLP, Vienna, VA

1994 - 2000

Senior Financial Analyst (transferred from San Francisco office in 1999)

- Prepared various monthly financial analytical reports to be distributed to regional and country executive councils comprise of regional and country managing partners.
- Oversaw monthly variance analysis of Actual Vs Plan, Actual Vs forecast, growth rate analysis, net revenue, pro forma earnings, payroll and direct non-payroll.
- Performed comparative analysis by geography, service type and industry.
- Generated key performance reports including summary statistics including chargeable percentage, chargeable hours per practice personnel, net revenues per chargeable hours.
- Participated in setting targets and quarterly forecast for seven regions.
- Involved in annual budget for North America (\$4B FY 2000 revenues) and produced analysis of balance sheet, reserves, receivables, unbilled services, days of productions and billings.
- Oversaw month end close process, journal entries and reconciliation of selected balance sheet items.
- Created Excel-based preliminary financial statement for the use of managers and partners, providing an opportunity for significant last-minute financial adjustments.
- Facilitated and coordinated year-end closings for a region with five staff.

ACCOUNTANTS ON CALL AND ACCOUNTING SOLUTIONS, San Francisco, CA

1994

Contract Accountant (Berkeley Systems, PG & E and Air Touch Communications)

- Entrusted to manage month-end close, accruals, financial statement preparation, budget and forecasts.
- Managed fixed assets activities including depreciation and amortization for book and tax purposes, extensive general ledger reconciliation, research and various special projects.

WELLS FARGO BANK, San Francisco, CA

1992 - 1993

Project Accountant

- Assisted in monthly closings, financial reports, journalizing, adjusting, reversing and accrual entries.
- Performed general ledger analysis and research; monthly reconciliation of general ledger and bank statement for different companies.
- Completed special projects, oversaw all aspects of accounts payable and prepared Lotus spreadsheet for special assignment.

GIBBS AND HILL, INC, New York, NY

1989 - 1992

Senior Project Accountant/Analyst (promoted from Junior Accountant)

- Reviewed and reconciled monthly project budgets and forecasts to actual with project managers.
- Assisted project managers in creating project budget and job cost forecasts.
- Facilitated accumulation of job cost for proposals.
- Analyzed/produced month-end summaries on divisional P&L statement performance of actual to budgets.

EDUCATION

PROJECT MANAGEMENT PROFESSIONAL (PMP)

Certification, 2007

STRAYER UNIVERSITY, Washington, DC

Master of Business Administration, 2006

UNIVERSITY OF CALIFORNIA BERKELEY EXTENSION, Berkeley, CA

Post-Graduate Certificate in Business Administration (with Distinction), 1994

QUEENS COLLEGE, Queens, New York

Bachelor of Arts in Accounting and Information Systems, 1989