

LINDA M. BATISTA

Seabrook, TX

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FINANCE MANAGER / PROJECT COST SPECIALIST

Leading Teams to Performance when the Game is on the Line

Revenue-generating Finance professional with 12+ years' diverse and increasingly responsible leadership experience. Change agent known for:

- **Adding value to organization:** Implementation of new processes and software leading to up to **\$145M** in funding increases.
- **Tenacious problem-solving:** Demonstrated ability to overcome obstacles, break paradigms and accomplish strategic initiatives, with success increasing sales by **225%** in a declining revenue environment.
- **Analytical thinking and clear communication:** Ability to quickly assimilate data, draw logical conclusions, and formulate grounded recommendations that forward organizational goals.
- **Mentoring and Team Leadership:** Passion for championing individual and team talent to outperform targets.
- **Customer Relations:** Track record of anticipating customer needs and providing **100%** customer satisfaction.

EXPERTISE

- Project Cost / Schedule Management
- Business Strategy
- Financial Planning / Analysis
- Proposal Development
- Customer Relationships
- Risk Mitigation
- Change Management
- P&L Responsibility
- EBIT Analysis
- Earned Value (EVMS)
- Enterprise Resource Planning (ERP)
- Team Motivation / Development

CAREER PROGRESSION

HAMILTON SUNDSTRAND

2005–2011

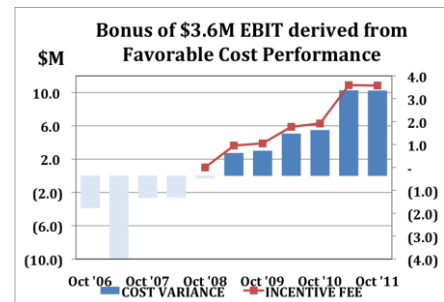
Division of United Technologies (UTC) Business, a Fortune 500 Company.

Business Unit Financial Controller, Houston, TX (2009–Sept 2011) **Business Manager / Program Manager**, Cape Canaveral, FL (2005–2009)

Supervised staff of seven handling 100% of finance closings, corporate and customer reporting, pricing, accounts payable, and audit functions. While executing program management duties for HS Shuttle contract, selected to establish and lead Field Office and assume Shuttle Program Manager duties for 18-month interim basis.

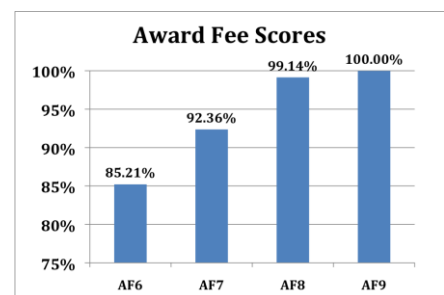
PROJECT & PROGRAM LEADERSHIP

- ▶ Increased EBIT **\$3.6M** by negotiating cost incentive clause and motivating workforce to contain expenses; turned around project experiencing cost overruns to an **\$11M** surplus, a **28%** improvement.
- ▶ Leveraged experience by implementing project cost and schedule status, establishing baselines and estimate to complete processes.
- ▶ Developed key program metrics, including variance to cost and schedule, and variance at completion.
- ▶ Presented and led program reviews for leadership and customers.



CHANGE MANAGEMENT

- ▶ Implemented pricing software for **\$130M** proposal across multiple locations, allowing for an integrated deliverable with seamless reporting capabilities. Demonstration led to software's selection for transition to entire business unit.



CUSTOMER SATISFACTION ACHIEVEMENT

- ▶ Achieved multiple **100%** Customer award fees scores, up from 85%.
- ▶ Received awards for Earned Value Implementation, Customer Focus, and restoring office operations following Tropical Storm Faye.

"Linda's earned value management and finance experience, attention to detail, and leadership skills are only a few of the reasons that I say Linda Batista is the most capable, innovative and talented program planning and control / business manager I've had the pleasure of working with."

- James A. Kammerer, General Manager of Hamilton Sundstrand

HAMILTON SUNDSTRAND (CONT'D)

AUDITING EXPERTISE

- ▶ Surpassed expectations in Financial Operations and Government Compliance audits with **zero findings**, precluding government billing withholds of up to 10%.
- ▶ Reduced errors and overtime and ensured accurate, timely customer deliverables by implementing new cost reporting tool (TIGER) and proposal pricing software (ProPricer).
- ▶ Slashed error ratio from **23% to zero** for labor audits after piloting ACE (Lean) team's relentless root cause analysis.

FINANCIAL PLANNING & ANALYSIS

- ▶ Leveraged newly implemented manpower resource process to re-engineer sales forecast and overhead rate planning processes. Resulted in accurate monthly sales projections **within 5%** and increased visibility of specific skills needs and unwanted redundancy.
- ▶ Negotiated accounting changes that doubled revenue during declining program funding (**\$35M to \$79M**) in one year.

PRATT & WHITNEY, East Hartford, CT

Division of United Technologies (UTC) Business, a Fortune 500 Company.

2000 – 2005

Financial Manager / Project Cost and Schedule Manager

Led Program Financial Control team for F119 \$2.4B development engine contract while transitioning to low rate production; contract realized annual sales of \$650M. Developed extensive risk abatement skills by leading Risk Review team. Authorized use of Management Reserve (MR), contract change or alternative path to meet contract technical, cost and schedule objectives and minimize project risk. Served as customer point-of-contact for fiduciary information, including monthly EVMS briefings to top Air Force leadership team.

PROJECT & PROGRAM LEADERSHIP

- ▶ Generated **\$145M** in government funding by leading team through industry-precedent-setting Over Target Baseline (OTB) process.
- ▶ Received CFO Special Award for leading implementation of Earned Value across business units, demonstrating complete mastery in areas of leadership and business judgment.
- ▶ Developed virtual leadership skills by teaching project planning skills, forecasting, and variance analysis for four US locations.
- ▶ Increased cash flow **\$5M** by resolving contract issues for Aircraft Mounted Nozzle Sidewall repair business with Boeing.

CHANGE MANAGEMENT

- ▶ Successfully assimilated workforce from FL to CT, including hiring and training nine of ten new staff members and relocating software systems. Completed transition on schedule with no impact to customer service.
- ▶ Captured **\$50M** of contract scope changes in 12-month period through Risk Abatement process. Led development of new project cost and EVMS team while converting process to SAP ERP platform, balancing customer's needs and protecting company financial returns.

EDUCATION / CERTIFICATIONS

Executive MS, Business, Lally School of Management, Rensselaer Polytechnic Institute, East Hartford, CT

BPS, Business, Barry University, Miami, FL

Achieving Competitive Excellence (ACE) Certification