

## **PROFESSIONAL EXPERIENCE**

**Hamilton Sundstrand, Division of United Technologies Corp., Houston, TX**

*9/09 – present*

**Space Systems Houston, Controller**

**Financial Accounting, Financial Reporting & Analysis, Proposal Development**

- Financial Controller successfully developing three key financial processes and employee skill development to meet growth potential requirements
- Champion business development by providing financial assessment of business prospects, proposal development and cost containment
- Actively compliant with Financial Closing requirements and certifications – Ensure successful audits
- Certified ACE Associate leading team to successful Achieving Competitive Excellence (ACE) Gold Certification for business cell –

**Hamilton Sundstrand, Division of United Technologies Corp., Cape Canaveral, FL**

*2/05 – 9/09*

**Space Systems Florida, Shuttle Business Manager**

**Customer Business Interface, Financial Reporting & Analysis, Earned Value, Proposal Management**

- Key management team member established a new remote program management office in customer location. Exceeded program, customer and financial commitments while developing cohesive team with functional associates located at multiple North America locations.
- Acted as site manager and lead program manager for cross site team
- Led proposal team and demonstrated initial capability of new pricing software for Space division. Multiple site deployment followed with standard work implementation.
- Negotiated groundbreaking incentive fee clause, managed cost reductions resulting in \$2.8M of EBIT
- Transitioned program financial management and cost reporting from three sites to one location, providing customer with single point contact for all Program financial information. Transition required being lead on new cost reporting software. Initial deployment of cross site NASA cost and earned value reporting. Lead implementation of new pricing software, ProPricer, Implemented first cross site proposal submittal using common software.
- Level One Special Awards 2008 (Earn Value deployment), 2009 (CSSS Pricing Team)

**Pratt & Whitney – Division of United Technologies, East Hartford, CT.**

*7/00 – 2/05*

**F119 Financial Manager – Program Financial Control & Reporting**

- Led financial team for a \$2.4B development engine contract transitioning into production: Annual contract sales of \$650M. P&W Finance Leadership award winner - July '04
- Provided leadership of quarterly forecasting, monthly financial closing analysis, estimates at completion, program Earned Value cost variance analysis, baseline budgets and proper work authorization for major development contract, annual Production lot contracts, and company funded discretionary. Financial leader for Risk Management and captured additional ~\$50M of contract scope changes in a 12 month period. Successfully led contractor team through Government over target baseline review.
- Ensured adherence to fiduciary contract requirements (GAAP, FAR, DFARS), UTC corporate financial procedures including Sarbanes-Oxley, and government regulations relating to but not limited to Earned Value Measurement System (EVMS). Primary Interface with Government Program Office, Government Contract and Audit personnel. Presented to Sr. AF Mgmt at Monthly Program Reviews, Financial Status, Cost & Schedule for \$2.4B engine development program

**LINDA BATISTA**

Seabrook, Texas 77586

E-mail: LSBatista@CFL.RR.COM

---

- Key in system design review of transitioning Mainframe EVMS processes to SAP platform and providing organizational definition during the development of a new EVMS organization. Special assignment to prepare training sessions and handbooks for Finance.
- Led successful Initial Baseline Reviews (IBR), program rebaselines (P=A) and jointly developed and successfully implemented the Over Target Baseline (OTB) “reprogramming” process (S & P =A) with the AF 119 customer.

**Pratt & Whitney – Florida****Financial Analysis Supervisor** – Program Financial Control & Reporting (PFC) *2/98– 7/00*

- Accountable for the financial leadership of three P&L product lines: Annual contract sales of \$1.1B, Avg. ROS 24.2%
- Rebuilt financial team after division site transition from Florida to Connecticut. Assessed management program impacts of company restructuring decisions. Effectively supported company’s plant closure and transitional issues including informational system requirements, and personnel human interests and staffing new organization in CT.

**Project Financial Analyst** – Program Financial Control & Reporting *5/96 – 1/98*

- Fiscally managed company discretionary programs (\$61M – annual) and Engineering Assistance at Production (EAPS) budget (\$33M).
- Prepared monthly forecast Program Sales/Margin achievements and Discretionary/EAPS cost to financial plan and outlook. Provided Sr. Management summary variance analysis at monthly closing meeting and monthly financial variance analysis of LME Sales, Margin, Discretionary, EAPS and LMO cost. Consolidated resource planning and management presentation.

**Senior Financial Analyst** – Technology Program Financial Control & Reporting *9/91 – 4/96*

- Analyzed & estimated costs for Advanced Technology program proposals, baselines, manpower planning, sales forecasting and contract estimates at completion. Provide and review cost/schedule variance analysis, and evaluate earned value assessments and to provide cost growth indicators to program and financial management.

**Cost Analyst** – Government Accounting *12/87 – 8/91*

- Interfaced with various departments, Program Offices, and suppliers to assure compliance to Government Property Accounting Company procedures

**EDUCATION**

- Graduate of Lally’s School of Management, Rensselaer Institute of Technology - Executive MS Management Program – GPA 3.9
- BA -Business, Barry University - Miami, Florida GPA 4.0