

# Linda Batista

Business Manager | Financial Planning & Analysis | Disciplined Project Control | EVMS | Winning Proposals

---

## Summary

FINANCE MANAGER / PROJECT COST LEAD: COMMITTED TO EXCELLENCE IN OPERATIONS, TEAM PERFORMANCE AND CUSTOMER SERVICE

In my 12+ years of Finance Management, I have routinely exceeded targets in accounting, financial planning and analysis, project cost control, proposal development, risk mitigation and earned value implementation. Relentless in my efforts to overcome obstacles, break paradigms and accomplish strategic initiatives, I am determined to let nothing stand in the way of achieving corporate objectives.

INSPIRATIONAL TEAM LEADER: Developing winning teams by empowering and guiding others to achieve and surpass goals is what I enjoy most.

### TOP ACCOMPLISHMENTS:

# PROJECT / COST MANAGEMENT: Negotiated a cost incentive clause on a project previously experiencing cost overruns, and implemented cost management process that resulted in \$3.5M profit for superlative cost performance.

# CUSTOMER SATISFACTION: Led one customer through an over-target baseline review that resulted in \$145M of additional government funding for their project after original budget had been exhausted.

# SOFTWARE INTEGRATION: Researched and implemented pricing software for \$68M proposal across multiple locations, allowing for an integrated deliverable with seamless reporting capabilities. Software ultimately was selected for transition to entire business unit.

# BUSINESS TRANSITIONS: Successfully assimilated a workforce from FL to CT, including hiring and training 9 of 10 new staff members and relocating software systems. Completed on schedule with no impact to customer service.

CHANGE AGENT: Identifying and solving problems comes naturally to me. Being both analytical and a big-picture thinker, I am always seeking opportunities for improvement, and am driven to increase business base, reduce costs and enhance profitability.

Scroll down to view Linda's resume.

#####

How can I improve your organization?

Contact me at 321-652-5214; LSBatista@cfl.rr.com

## Specialties

- # Financial Planning & Analysis - Quantifiable Variance Analysis
  - # Project Control Cost Specialist - Estimate at Completion (EAC) Evaluation
  - # Enterprise Resource Planning (ERP) and Earned Value (EVMS) Expert
  - # Proposal Pricing - Policymaker, Signatory, Strategist, Key Negotiator
  - # Program, Project Mgmt. - On Schedule, On Budget
  - # Award Winning Customer Relationship Builder
  - # Transformation – Software, New Process Integration, Relocate Business
- 

## Experience

### **Controller, Finance Planning & Analysis Manager at Hamilton Sundstrand, Division of United Technologies Corp**

September 2009 - Present (2 years 3 months)

---

Financial Statements, P&L Responsibility, Government Finance Reporting and Analysis, EAC, Overhead Rate Owner, Proposal Development & Negotiation GAAP, FAR, DFARS, SOX, JDE

---

Doubled revenue during my tenure in a declining government space funding environment.

Improved sales forecast predictability within 5% by leveraging new new resource tool.

Increased proposal accuracy by 60% implementing ProPricer pricing software and additional mistake proofing.

Effectively led relentless root cause analysis team eliminating errors on labor audits, a 23% reduction

Successfully passed both Financial Operations audit and Government compliance audit with zero findings.

---

#“Linda is our strongest results oriented member of the Houston leadership team.” DAR 2011

#“She faces challenges with strength and a positive mental attitude that others try to emulate.” WTC 2011

*4 recommendations available upon request*

## **Business Manager at Hamilton Sundstrand, Division of United Technologies Corp**

February 2005 - September 2009 (4 years 8 months)

---

Primarily responsible for implementing consolidated cost reporting, earned value and proposal pricing for cross site, cross software platform businesses. Selected to managed field office and Shuttle program on a 18 month interim basis. Provided technical direction for contracts, data, finance and element program managers.

---

Booked an additional \$3.5M of EBIT this year from a cost incentive clause that was negotiated and implemented during this time.

Pioneered Earned Value usage for the program across 4 different North American locations.

Led deployment of ProPricer software for the business unit on a \$68M cross site proposal.

Delighted customer by improving financial reporting and proposal deliverables increasing award fees by 10%.

---

#"Linda implemented a rigorous EAC review which was key in identifying authorized/undefinitized effort that let to additional contract value and fee." JAK 2007

#"Linda is extremely customer focused and does what she can to delight her customers." SJA 2010  
*5 recommendations available upon request*

## **Finance Manager at Pratt & Whitney - Division of United Technologies**

July 2000 - February 2005 (4 years 8 months)

---

Program Financial Control & Reporting, Business Management, Earned Value, SAP  
Provide 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.

---

Led financial team for a \$2.4B development engine contract transitioning into production: Annual contract sales of \$650M.

Transitioned business from Florida to Connecticut, requiring the replacement of 70% of the financial team. Effectively managed transition and team resulting in no missed deliveries or customer

escapes.

Captured ~\$50M of contract scope changes in a 12 month period.

Directed contractor team through Government over target baseline review which was the first completed in industry.

Negotiated annual F119 low rate production contracts.

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).

Collaborated with Government Program Office, Contract and Audit personnel.

Integral team member transitioning Mainframe EVMS processes to SAP platform and providing organizational definition during the development of a new EVMS organization.

---

#"Linda's combination of leadership skills with her passion for planning led the team to excellent results." RAS 2005

*2 recommendations available upon request*

### **Financial Analysis Supervisor at Pratt & Whitney - Florida**

February 1998 - July 2000 (2 years 6 months)

---

F100 CIP Finance Supervisor,  
Program Finance, Discretionary Budgets, Engineering Assistance to Production.

---

---

## Skills

<b>Microsoft Office</b>	(Advanced)
<b>Pivot Tables</b>	(Advanced)
<b>ProPricer</b>	(Intermediate)
<b>JDE</b>	(Intermediate)
<b>Financial Accounting</b>	(Advanced)
<b>Forecasting</b>	(Expert)
<b>Financial Reporting</b>	(Expert)
<b>Financial Planning</b>	(Expert)

<b>Variance Analysis</b>	(Expert)
<b>Auditing</b>	(Intermediate)
<b>Internal Controls</b>	(Intermediate)
<b>Strategic Planning</b>	(Advanced)
<b>Program Management</b>	(Advanced)
<b>IBR</b>	(Expert)
<b>Resource Management</b>	(Intermediate)
<b>Earned Value Management</b>	(Expert)
<b>Change Management</b>	(Expert)
<b>Proposal Management</b>	(Advanced)
<b>Pricing</b>	(Advanced)
<b>Contract Negotiation</b>	(Advanced)
<b>Leadership Development</b>	(Expert)
<b>Coaching</b>	(Advanced)
<b>Process Improvement</b>	(Advanced)
<b>ACE</b>	(Advanced)
<b>Kaizen</b>	(Intermediate)
<b>Virtual Team Leader</b>	(Advanced)
<b>Budget Management</b>	(Expert)
<b>Customer Focus</b>	(Advanced)

---

## Certifications

### **ACE Associate (Achieving Competitive Excellence)**

United Technologies -Hamilton Sundstrand      December 2010

---

## Education

### **Rensselaer Institute of Technology**

Graduate of Lally's School, Management, 2002 - 2003

### **Barry University**

BPS, Business, 1982 - 1987

---

## Honors and Awards

CFO Awards 2009, 2008, 2006, 2004

Leadership Awards 2010, 2003

---

# Linda Batista

Business Manager | Financial Planning & Analysis | Disciplined Project Control | EVMS | Winning Proposals

---



## 11 people have recommended Linda

"As the former Space Systems Houston Business Development Manager, I worked very closely with Linda in her role as our business unit controller. She demonstrated outstanding leadership and poise as she effectively restructured our finance organization. She provided mentorship to her entire team and to others throughout the organization. She exhibited a strong financial understanding of both the internal and external requirements, guiding our leadership team through the development and execution of our business planning process. Her dedication is instrumental to ensuring our financial success while mitigating potential business risks."

— **George G.**, *Business Development & Strategic Planning Manager, Hamilton Sundstrand*, worked with Linda at Hamilton Sundstrand, Division of United Technologies Corp

"Linda is a very strong financial controller. I worked with her for several years on the Space Shuttle program at Hamilton Sundstrand. She is very knowledgeable about all programmatic aspects of this contract, including financials, earned value management, impacts of contracts decisions on the financials, and overall business issues. Her contribution to the team has been significant. She thinks ahead, and prepares for and manages issues in an attempt to prevent long term problems. She has worked well with our customer, United Space Alliance, for many years. They respect her knowledge, and she became very skillful at "pushing back" when required to protect Hamilton Sundstrand interests. The customer respected her professionalism in these situations, and she earned their trust. She also works well with her peers, focuses on developing her employees, and successfully manages her relationships within her management chain. She will be sorely missed."

— **Terese T.**, *Program Manager, Hamilton Sundstrand*, worked directly with Linda at Hamilton Sundstrand, Division of United Technologies Corp

"After working under Linda for the past year, I highly recommend her. Linda is an excellent manager. I entered the department as a Senior Project Engineer without financial work experience, during my MBA. Under Linda's tutelage, I quickly became a productive member of the team. I not only learned to perform the required tasks, but understood the value that I provided to the organization. Linda has a broad understanding of controls and financial processes. This allowed her to efficiently delegate tasks to her team and perform operations when necessary during busy periods. Linda did not focus only on the task at hand, but also focused on employee development. She assigned tasks in a way that allowed her team members a broad set of experiences. This

ensured proper succession planning and also helped with coverage. Finally, Linda is an excellent communicator who not only effectively provided feedback, but also sought it out from her employees and peers."

— **Corynne H.**, *Senior Project Engineer, Hamilton Sundstrand*, reported to Linda at Hamilton Sundstrand, Division of United Technologies Corp

"I had the opportunity to work with Linda as a peer in a prior role and she was someone that I developed a relationship with as I came up to speed in the position. She availed herself as a resource and did not hesitate to share her extensive accounting knowledge with me. She was extremely pleasant to work with and I would highly recommend Linda for a financial leadership position."

— **Raymond W.**, *Controller, Space Systems - Pomona & Long Beach, Hamilton Sundstrand*, worked directly with Linda at Hamilton Sundstrand, Division of United Technologies Corp

"I highly recommend Linda for her commitment to excellence and attention to detail. She is highly motivated, hard working, and a beneficial team member."

— **Nicole B.**, *WCS Program Manager, Hamilton Sundstrand*, worked with Linda at Hamilton Sundstrand, Division of United Technologies Corp

"I have worked for Linda several years and she has helped me grow in the financial analysis area along with helping me with leadership skills. Linda showed excellent leadership capabilities leading Shuttle and Houston Finance teams in differing occasions. I always enjoyed working with Linda as my boss, mentor, and leader."

— **Joy S.**, *Program Finance Manager, Hamilton Sundstrand*, reported to Linda at Hamilton Sundstrand, Division of United Technologies Corp

"Linda is a hard working, honest, dedicated and experienced leader who always strives for achieving results. She is a real team player that works hard to improve everyone on her team. Linda is respected by her team, co-workers and customers."

— **David P.**, *Program Manager, Hamilton Sundstrand*, worked with Linda at Hamilton Sundstrand, Division of United Technologies Corp

"Linda was an outstanding manager of the Shuttle Program finance team during my tenure as program manager. She led implementation of a comprehensive earned value management system on the program including training the key program team members in the system and requirements. This effort also included implementing and operating the program earned value management on a new EVMS system across multiple business sites under a single system and process. My own experience with earned value management and program financial management was limited and through Linda's training and guidance, I came away with a very strong foundation in earned value

and financial management principles. Linda's responsibilities also included financial management of Florida field office, sales forecasting and general accounting requirements. The financial work products generated by Linda and her financial team were always on time, thorough and accurate. The outstanding financial performance on the Space Shuttle program is directly attributable to Linda's efforts and her exceptional leadership of the Shuttle finance team."

— **Jim K.**, *Program Manager, Hamilton Sundstrand*, managed Linda indirectly at Hamilton Sundstrand, Division of United Technologies Corp

"Linda Batista is a detailed oriented Financial Manager, keeping an eye on the bottom line while ensuring the overarching objectives are still achieved. She has demonstrated excellent proficiency in detailed accounting knowledge along with overall Business Management principles. I would highly recommend Linda for a Business Management position."

— **Richard M.**, *Program Manager, Hamilton Sundstrand*, worked with Linda at Hamilton Sundstrand, Division of United Technologies Corp

"Linda did a fantastic job driving our organization to meet the demands and requirements of our US Government customer. She contributed to a culture change of Pratt & Whitney Military Engines in the use of Earned Value Management. The discipline, structure and processes that the Linda formed over ten years ago exist today and are the example of how to financially manage a significant program. Linda was a true asset to Pratt & Whitney and left with a legacy of robust financial management."

— **Erica L.**, *Program Manager, Pratt & Whitney*, worked with Linda at Pratt & Whitney - Division of United Technologies

"Linda is a hands on manager who believes in and develops employees that work for her. Additionally, under her leadership the financial goals for the company were clearly communicated to operations and paths to achieve this were determined and achieved."

— **Michael W.**, *Financial Analyst, Hamilton Sundstrand*, reported to Linda at Pratt & Whitney - Division of United Technologies

[Contact Linda on LinkedIn](#)