

Dan Needham – Group Commercial Finance Manager

dan@dannah.com 07929 789127

Profile Summary

A CIMA qualified Group Commercial Finance Manager with extensive business partnering experience with the ability to engage and interact with varying levels of management. Ability to interpret complex financial data and produce insightful reports tailoring effectively for the audience. A natural talent for process improvement to drive efficiency and accuracy.

Key Skills

- Forecasting & Budgeting
- Financial Modelling
- Performance Management
- Financial Process Re-engineering
- Commercial Feasibility Analysis

Career History

Group Commercial Finance Manager

Everyone Active (Sports & Leisure Management Ltd)

Mar-2018 to Present

Everyone Active is a leading leisure operator in the UK with over 250 leisure centres and £250m turnover.

Team

- Responsible for commercial analysis, financial systems management and support, integrations and management of contracts from a finance perspective.
- Management, support and mentoring of the commercial finance team of 5, consisting of 3 business partners, Systems Accountant and an Integrations Analyst.

Reporting

- Business partnering for directors and group managers, delivering insight to business and project performance.
- Lead budget and forecast process for the group consisting of input for over 300 cost centres, £250m turnover
- Management of financial data strategy for the group, managing data with other teams to ensure data integrity for reporting. Ensuring financial and metric data are categorised and reported correctly.

Contracts / Tendering

- Implementation of contract reporting model, providing reporting and insight into commercial position for contracts.
- Ownership and development of tender models and management of key business drivers.
- Finance representative with external clients. Attending meetings to review performance and discuss finance related contractual elements.

Systems

- Development of accounts reporting suite using excel, power query, SSRS and SQL to deliver information to the business.
- Lead in ensuring best practice with business processes enabling a continuous improvement culture. Improving systems and processes to ensure they are delivering commercially.

Key Achievements

- Introduced commercial finance team and organically growing to a team of 5.
- Strong understanding of whole finance team processes and procedures through finance system procurement. Ongoing improvements across all departments through process re-engineering and system improvements.
- Developed contract reporting and management fee calculator, consolidating over 70 contract schedules providing a central database of contract fees receivable and payable. This improved contract fee forecasting preparation and reduced the preparation of yearly forecasts by over 2 weeks down to 3 days. This has also improved the efficiency of providing client accounts vs. bid as bid figures are available from the central database, improving reporting accuracy and preparation.
- Put forward a single payroll concept, moving from 5 separate payrolls to 1 service company payroll. Saving time and costs in maintenance of 5 payroll systems. Leading to improved and simplified processes for the group.
- Implemented acting as an agent enabling single invoices to be sent to customers from all companies in the group.

Dan Needham – Group Commercial Finance Manager

dan@dannah.com 07929 789127

Financial Analyst

Everyone Active (Sports & Leisure Management Ltd)

Mar-16 to Mar-18

- Ownership financial model and key drivers for contract tendering process.
- Partnering Business Development Managers. Providing support and guidance on benchmarking.
- Responsible for budget process end to end, creation and maintenance of templates, collation of 180 templates and uploading into the financial system. Development of excel templates that are distributed to 180 site and contract managers. Development of VBA macros to manage the submission, combining and upload into the finance system. Following analytical work with the MD and regional directors to ensure sites and contracts have met profit targets for the upcoming year.

Key Achievements

- Created a benchmarking report to enable the business to use current estate to enhance financial tenders for new business, improving the quality of tenders and ensuring that bids put forward are financially sound.
- Developed payroll reporting suite, this included a payroll submission template dealing with over 10,000 colleagues submissions, collation and upload into the new payroll system.
- Development of excel tools to distribute 180 files around the business for monthly payroll submissions of payroll information from site. Leading to time savings and improvements in data accuracy.

Regional Accountant

Everyone Active (Sports & Leisure Management Ltd)

Sep-11 to Mar-16

- P&L responsibility for over 40 sites across the South-East region. Providing financial support to the regional director, contract managers and general managers.
- Balance Sheet reconciliations, accruals, prepayments and allocations.
- Delivery of finance and admin standards across all sites.

Key Achievements

- Solid working relationships with varying levels of management and other departments.
- Introduced a monthly reporting pack and accounts commentaries to directors.
- South East Colleague of the year award 2014.

Earlier Career

Feb-10 to Sep-11 - Office Depot / Viking Direct - Marketing Analyst

Aug-07 to Feb-10 - Adams Childrenswear Ltd - Sales & Margin Analyst

Sep-06 to Aug-07 - Vanguard Rentals Ltd (Europcar) - Receivables Controller

Sep-05 to May-06 - Leicestershire County Council - Income Clerk

Education & Qualifications

- CIMA - Chartered Institute of Management Accountants (ACMA, CGMA)
- AAT - Association of Accounting Technicians (MAAT)
- 3 AS Levels including Accounting, Business Studies & Economics - Lutterworth Grammar School

IT Proficiency

- Sage X3, Dynamics GP, JDE, Oracle, SAP
- Office 365 - Sharepoint / Power Automate
- Excel (Advanced)
- Microsoft Office Word, Powerpoint, Outlook
- Power Query, Power Pivot
- SQL, SSRS Microsoft Reporting Services