

# Majid Salehizadeh

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San Francisco, CA

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## OBJECTIVE

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A dedicated analytical professional with an MBA and a Masters in Finance and 8+ years of experience in financial analysis, operations and consulting. Seeking to leverage a diverse background and expertise in a cross functional role to connect the dots, fill the gap, bring all the collective, parallel efforts and create a common ground to align all activities with the company's overall goal and strategy.

### BUSINESS & FINANCIAL ANALYSIS EXPERTISE

- *Financial Forecasting & Budgeting*
- *Advanced Macro Excel Skills*
- *Data Mining*
- *Multivariate Statistics*
- *Business & Revenue Modeling*
- *Cross-Functional Team Leadership*
- *Strategic Thinking*
- *Storytelling with Data*
- *Excellent Presentation Skills*

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## PROFESSIONAL EXPERIENCE

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### Prezi

San Francisco

Sr. FP&A

May 2017 – Present

- Partnering with Sales to use analytics to build a world-class sales team by setting up KPIs and measuring success metrics, developing motivational comp plans and assessing the health of the pipeline and recommending solutions to improve.
- Partnering with Marketing to measure and maximize the ROI on their spending. Making sure their goal and efforts are in alignment with Sales and overall companies strategies.
- Partnering with Customer team to help measuring retention rates and evaluate and improve on customer success practices
- Partnering with Product, Growth and Monetization to maximize benefits using pricing models and paywall optimization.
- Developing analytical approach and methodology to solve business problems.
- Supporting the budgeting and forecasting process with proactive communication with business owners.
- Developing assumptions by identifying relevant drivers, and think critically about assumptions to create sound financial models.
- Continuously optimizing on tools and processes.

### TriNet

San Leandro

Sr. FP&A

July 2016 – May 2017

- Acting as a trusted advisor and thought partner to the Sales and Marketing organization.
- Influencing strong cross-functional communications and enhancing efficiencies by leading teams through the process.
- Reporting on actual financial and operational performance against targets and providing variance analysis and guidance on future trends.
- Ensuring key business performance risks, issues, and opportunities are highlighted to management.
- Preparing robust and meaningful budgets and forecasts, integrated with core business strategy, targets, and processes.
- Acting as an advocate and role model for understanding revenue, cost and profitability drivers – both at a corporate and client level.

- Generating insight and drive outcomes by challenging assumptions, scoping and framing problems, and analyzing and delivering solutions.
- Actively engage in the ongoing improvement of company's financial, planning and business intelligence systems.

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**Comcast Spotlight**
**San Francisco**
*FP&A*
*August 2014 – July 2016*

- Managing all in-depth finance level data analysis & modeling for the California region of Spotlight, the Comcast advertising and marketing subsidiary.
  - o Analyzing ongoing profitability of all new businesses and/or programs
  - o Forecasting and budgeting revenue & expenses on a monthly, quarterly and annual basis using Hyperion and Essbase
  - o Analyzing the accuracy of forecasts and studying the variances
  - o Planning and allocating budgets across sales teams.
  - o Developing sales compensation plans for all commissioned employees with adherence to company standards.
  - o Performing economic evaluation justifications for capital expenditures.
  - o Setting up and monitoring KPIs
  - o Studying and improving current business processes and practices

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**SVT Group Consulting**
**San Francisco**
*Business Consultant, Financial Analysis*
*May 2013 – August 2014*

- Gathered and analyzed data to develop financial models to measure Social Return on Investment (SROI) to monetize the impact of social enterprises.
- Extensive Competitive Analysis experience.

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**Hult Prize Foundation**
**San Francisco**
*Regional Director, Operations & Planning*
*December 2011 – April 2014*

- Managed all facets of the Hult Prize, start-up accelerator for social entrepreneurship, regional competitions
  - o Facilitated selection of finalist in partnership with the Clinton Global Initiative to compete for \$1M startup funding
  - o Recruited, trained and developed cross-functional teams
  - o Communicated and collaborated globally with Boston, London, Dubai, Shanghai and Sao Paulo offices

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**MultiComm (a \$2BN Private Equity)**
**Dubai**
*Manager, Business & Financial Analysis*
*February 2007– June 2010*

- Conducted feasibility studies on investment opportunities within different industries.
- Evaluated M&A opportunities using different methods such as FCF.
- Managed all finance & business planning needs of \$100MM manufacturing company.
  - o Forecasting and budgeting expense and revenue, periodic financial reports
  - o Setting up KPIs and analyzing the trends
  - o Analyzing ROIs for investment strategies

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**EDUCATION**
**MBA, Masters in Business Administration, 2010-2012 (Graduated with honors)**
**MFIN, Masters in Finance**
*Hult International Business School*
**Bachelor of Science in Industrial Engineering, 2003-2007 (Top ranking university)**
*University of Science and Technology*