

# Benjamin S. Maxwell

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Versatile financial management professional leading financial strategy and analysis for all phases in product development, go-to-market, and sales execution. Rich experience in transdisciplinary problem solving by implementing technology solutions that drive process improvements, create competitive advantage, and increase the bottom-line profitability. Strategic leader with proven ability to build and manage high-performing teams or work independently to improve the team's efficacy.

## Skills

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- Excel: VBA, Power Query, & PowerPivot
  - Financial modeling
  - Change management and automation
  - Python, SQL, and R
  - Certified Anaplan Model Builder
  - Product and Service Go to Market experience
  - Strong teamwork and leadership skills
  - Power BI
  - Project management
  - Customer engagement and coordination

## Experience

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### Vortex Optics

08/2022 – 11/2023

*Finance Manager*

*Barneveld, WI*

- FP&A reporting to management, board of directors, and banks. Annual budget and long-range plan development. Warranty, Returns, and operations modeling.
- Led Anaplan team of 3 model builders to implemented Anaplan for financial consolidations, planning, budgeting, and reporting.
- Implemented new systems (ERP/MRP) and established business infrastructure and processes for manufacturing of new US Army standard issue rifle scope. Established contractual government reporting practices and adapted non-traditional accounting system to meet government reporting requirements.
- Stood up Analyst Network to train and mentor analysts in data analysis skills.
- Collaborated with IT to implement a Data Warehouse and automated data queries for on demand reporting using Power BI and Anaplan.

### Raytheon Technologies

05/2018 – 07/2023

**Principal Financial and Business Development Analyst**

02/2021 – 07/2023

*BBN Ventures*

*Cambridge, MA (Remote)*

- Led market analysis and development of the financial go-to-market strategy for SaaS and quantum computing hardware products.
- Business case development and financial modeling for M&A/Investment engagements with tech start-up companies.
- Market analysis and financial modeling for the commercialization of dual-use defense technologies.
- Charter member of a Finance and Program Management "Tiger Team" for standardization, training, and process improvement.

*Raytheon BBN*

*Cambridge, MA (Remote)*

- Developed corporate-wide business development tool to analyze DARPA and Military Service Branches' budgets to aid strategic business planning.
- Developed automated reports, synthesizing data from multiple sources, to analyze product line competitive win rates, cost to win, and ROI.
- Analysis to identify key growth areas of customer interest for expansion opportunities.
- Coordinated collaboration and teaming opportunities with internal and external partners.

**Sr. Financial Analyst****09/2019 – 02/2021***BBN Network and Cyber Technologies**Cambridge, MA*

- Business unit and program forecasting, budgeting, and reporting on a \$35M portfolio of research and development projects.
- Automated weekly financial actuals reporting resulting in 1200 labor hours per year savings.
- Proposed, stood up, led, and trained a finance data and analytics team to support automation, standardization, and continuous financial reporting and forecasting improvement.
- Developed cash flow forecasting models and automated monthly cash flow forecasting.
- Improved headcount utilization analysis and demand labor forecasting by developing weekly standardized reports.

**Financial Analyst II****05/2018 – 09/2019***Advanced Missile Systems**Tucson, AZ*

- Program analyst for Advanced Naval Programs; responsible for Estimate at Complete, budget tracking, and earned value reporting on research and development projects.
- Responsible for training three new financial analysts.
- Led the change over to new ERP data querying tools and built standardized reporting templates adopted by my business unit.

## Military Experience

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**Washington National Guard****07/2010 – 02/2016***Sergeant, Infantry Squad Leader/Medic**Moses Lake, WA/Fairchild, AFB*

- Manage work schedules and trained personnel.
- Developed work process and wrote work instructions.
- Led project transitioning from paper-based annual health assessments to a web-based tool.

**U.S. Department of State Contractor****08/2008 – 04/2010***Protective Security Specialist, Diplomatic Security Service**Iraq and Afghanistan*

- Supervised a multinational team of 30 guards to provide security for U.S. diplomatic missions in Iraq.
- Provided security for U.S. dignitaries and the Deputy Ambassador for USAID during a 4-month deployment to Afghanistan.

**U.S. Marine Corps****07/2004 – 07/2008***Sergeant, Infantry Rifleman**Washington, DC*

- Served in the Marine Presidential Security unit at Camp David.
- Led press conference security for the President, Secretary of State, and foreign heads of state.
- Supervised 12 Marines in security operations and training.

## Education

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**Arizona State University****Tempe, AZ***Master of Science in Finance (3.92 GPA)*

May 2018

**Washington State University****Pullman, WA***Bachelor of Science in Economics (Overall: 3.52 GPA; In Major: 3.87 GPA)*

May 2017

- *Minors in History and Business Administration*

## **Achievements & Certifications**

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- Nominated for and completed “Raytheon Go Lead” leadership development program
- Raytheon BBN President’s Award (2020)
- USMC Corporals Course (2007) – leadership development course
- Achievement Medal for contribution to Washington National Guard disaster relief preparation
- Raytheon Six Sigma Specialist (Green Belt)
- Bloomberg Market Concepts (2018)