

# NATASHA J. PARKER

1327 McKinley Avenue | Huntsville, AL 35801 | 256-755-0882 | natashajparker@gmail.com

## PROGRAM MANAGEMENT PROFESSIONAL | FINANCIAL ANALYST

Customer-oriented and versatile business professional with 10+ years of experience in financial analysis, proposals, and program management. Sharp communication and interpersonal skills to build internal/external relationships and turn challenging accounts into raving fans. Continually seek methods to improve productivity and customer responsiveness. Able to solve complex problems, draw appropriate conclusions, and drive results.

### KEY QUALIFICATIONS

Federal Government Contracts | Training | Budget | Federal Acquisition Regulations (FAR) | Financial Forecasts  
Trend Analysis | Program Management | Records Management | Regulation Compliance

**Master's Degree | Bachelor's Degree | Multiple Certifications |  
DoD Interim Secret Clearance**

## PROFESSIONAL EXPERIENCE

General Dynamics Ordnance and Tactical Systems, Huntsville, AL (July 2017 - Present)

~Global Aerospace and Defense company.

**Deputy Program Manager** (2017–Present)

Assisted with management of Hydra-70 rocket commercial sales. Managed Engineering Services contract, including EVMS

Sanmina-SCI Corporation, Huntsville, AL (April 2007–December 2016)

~Top 5 global electronics manufacturing services (EMS) company; design, test, manufacture, and distribute for leading companies.

**Program Manager** (2009–2016) | **Financial Analyst/Program Administrator** (2007–2009)

Manage largest and most profitable EMS program portfolio, including 3 global accounts with sales of \$40M+. Direct all aspects of government and commercial programs from offering through final delivery of products, including financials, quality, materials, and scheduling. Work closely with customer to drive customer satisfaction and future business opportunities. Facilitate and attend meetings with manufacturing functional groups and customers. Anticipate and respond to clients' needs as primary point of contact; resolve problems, make recommendations, and handle decisions on pricing, schedules, and commit dates. Coordinate and prioritize resources and links between overall costs and risk of programs. Utilize knowledge of Earned Value Management.

- Turned around \$30M customer/account from negative to positive financials within 2 quarters of managing budget and schedule.
  - Launched 3 new product lines on schedule for same customer; oversaw design to production and developed and executed project plans for all 3 products.
- Achieved and maintained customer satisfaction scorecard rating of 90% or higher during 3 years of managing accounts; build and maintain productive internal/external working relationships.
- Increased sales by servicing 3 new accounts; built relationships with customers and oversaw the successful transition of accounts to new program managers.
- Inherited an extremely demanding customer/program and successfully built rapport and re-established ground rules, clearly communicated milestones to team, and received positive feedback from senior leaders.
- Requested to handle phase-out processes and transitioned \$15M account from US to Singapore team; interacted with customers, answered questions, and delivered smooth transition.
- Received highest audit grade in history of department; served as trainer and coordinator for internal department metrics and conducted training with 10 program managers.

- Attained net positive value while closing out 2 \$3M accounts; accurately handled processes associated with finalizing deliverables, performed financials, and completed administrative activities.

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Page 2. | 256-755-0882 | natashajparker@gmail.com

Sanmina SCI Corporation, Huntsville, AL (Continued)

**Financial Analyst | Program Administrator** (2007–2009)

Produced and maintained critical reports and data sets used to drive sales analytics. Prepared quarterly sales projections based on open backlog and forecasts from customers. Coordinated supply-commit process in conjunction with purchasing, planning, production, and program management.

- Produced clear, well-formatted reports that communicated clear messages for decision-making.
- Advised program managers and guided development, maintenance, and analysis of financial program activities, scheduling, and performance measurement data.
- Performed wide range of tasks, including proposal generation, baseline planning, actual cost verification, preparation of Estimated at Completion (EAC), variance analysis, revenue/profit forecasting, and support to Program Team with business and financial analysis.
- Coordinated commit improvements and reschedule requests, generated quarterly customer account reviews, and created price analysis worksheets for price changes within established programs.
- Tracked delinquent accounts, identified receivable issues, and worked with customers to ensure resolution.

Dixieland Sales Company Inc., Huntsville, AL (March 2004–December 2005)

~ Established in 1976, wholesaler of giftware, hardware, tools, and home decor.

**Bookkeeper | Accounting Associate**

Performed bookkeeping, general office tasks, and postings pertaining to business transactions. Audited, computed, and classified financial data. Compiled financial records, used journals/ledgers, and tracked financial records. Created and maintained spreadsheets and databases using QuickBooks. Complied with federal, state, and company policies, procedures, and regulations. Matched invoices, receipts, and order forms to record information. Prepared and reconciled bank deposits/transactions and balanced books.

## EDUCATION

**Executive Master of Business Administration (MBA)**

University of North Alabama, Florence, AL

**Bachelor of Science in Business Administration, Concentration in Finance**

University of Alabama, Huntsville, AL

## CERTIFICATIONS

**Oracle and Agile Configuration Management Certified** — Sanmina-SCI Corporation

**Earned Value Management (EVM) Certification** — University of Alabama, Huntsville, AL; Humphreys and Associates

**Ethical Leadership Certification** — National Association of State Boards of Accountancy (NASBA)

## COMMUNITY LEADERSHIP

**Board of Directors, Vice Chairman of the Board** — Agape of North Alabama, Huntsville, AL

**Board of Directors, Secretary, Vice-President Community Relations** — Association of the United States Army Young Professionals, Redstone Chapter, Huntsville, AL