



LOUIS AMBIO

Finance Executive

📍 Flemington, New Jersey

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Skills

- Financial Planning
- Management Reporting
- Process Automation
- Data Analytics & Insights
- Competitive Analysis
- Pricing and Offer Management
- Transformation

Additional

CFA Candidate (Passed All 3 Levels of the CFA Exam)

Certificate of Accounting - Seton Hall University

Summary

Driven and creative finance executive with 20 years of experience in FP&A, Management Reporting, & Data Insights. Passionate about driving value creation through planning, insights, and collaboration.

Professional Experience

July 2020 - Present

Associate Vice President - Corporate Financial Planning & Analysis

Verizon

Responsible for Consolidated Management Reporting and the development of Verizon's 5-Year Financial Plan and Budget for the Income Statement, Cash Flows, and Operational metrics.

- Transformed the Enterprise 5 Year Plan, Budget, and Outlook processes accelerating the Budget's delivery to the Board of Directors by 2 months, while reducing the planning workload on the business by approximately 25%
- Expanded the Corporate FP&A team's capacity by transitioning planning activities to Oracle EPM from Excel, and then leveraged the capacity to deliver monthly Corporate Outlooks to the CFO reducing the burden on the operating segments
- Owned the delivery of content for Board of Directors Meetings, Rating Agency Meetings, Investor Day events, Operational Reviews, and month end close meetings
- Developed Verizon's 5 Year Cash Flow Plan, Budget, and Forecasts, improving working capital forecasting and driving more efficient cash management
- Led development Verizon's 5G business case to support Verizon's bidding strategy in the C-Band auction

Sept 2018 - July 2020

Executive Director – FP&A - Commercial Finance

Verizon Consumer Group

Responsible for the commercial support of CMO of the Verizon Consumer Group, including financial analysis in support of pricing, promotions, and other investments.

- Provided the commercial support for Verizon's wireless Mix and Match pricing launches leading to expanding service revenue growth of 2% in 2018 and 3% in 2019
- Launched Fios Mix and Match Pricing in 2020 eliminating the broadband and video bundle as Verizon's lead offer, stimulating profitable growth
- Maximized return on \$2B in annual promotional investment, by modeling the impact of Verizon's promotional offers and optimizing the offer calendar for Wireless and Fios with our partners in Marketing, leading to 2nd most wireless postpaid phone net adds in 2018 and 2019
- Optimized offers, device strategy, and channel strategy by developing detailed subscriber profitability models

March 2017 - Sept 2018

Executive Director – FP&A - Planning, Reporting, and Commercial

Verizon Wireline

Responsible for the commercial support the commercial support for VPS (Verizon's wireline wholesale segment) and wireless business products, while also providing the financial support for Verizon's wireline capital programs.

- Partnered with Sales and Network organizations to structure transactions that would impact multiple business units such as Public Private Partnerships with municipalities such as Sacramento and San Jose that allowed for our fiber build and the expedited roll out of Verizon's 5G network
- Developed the Financial Analysis and helped structure arrangements with AT&T, CenturyLink, and T-Mobile securing more than \$500M in wholesale lit and dark revenue between 2018 and 2020
- Developed Verizon's fiber cost model, incorporating an anchor customer strategy, allowing Verizon to grow fiber revenue and profit
- Developed and modified the business plans for Verizon's largest fiber initiatives, One Fiber and Network Transformation, optimizing the deployment of \$2B in annual capital expenditures to maximize lit and dark fiber sales opportunities, while expanding our wireless network, and reducing wireline customer access costs

Nov 2014 - March 2017

Executive Director Marketing (Pricing/Competitive Analysis)

Verizon Wireless

Responsible for Verizon Wireless' pricing strategy for both consumer and business customers, while providing competitive analysis on the wireless industry.

- Delivered industry leading margins while leading the wireless industry in capture rate and phone churn in 2015 and 2016, through the design and launch of the

- Verizon Plan (08/15), the new Verizon Plan (07/16), and Verizon Unlimited (02/17)
- Launched innovate Business Flex Pricing (02/15), driving Verizon to obtain 57% market share in the business segment
- Maintained Industry leading Business churn from 2014-2017 through strategic offers and customer engagement programs while leading the Business Customer Relationship Management team.
- Completed competitive analysis and market research to optimize offers and anticipate competitive responses

Nov 2012 -
Nov 2014

Director of Financial Planning & Analysis

Verizon Wireless Northeast Area

Responsible for Verizon Wireless' Northeast Area's Financial Planning, Management Reporting, Operational Reporting, Quotas and Commissions, and B2B Financial support.

- Developed the Northeast Financial Plan, including defining the revenue forecasting methodology as we Verizon transitioned to data share pricing
- Led the creation of Regional Channel Quotas to help create a motivated and productive salesforce
- Led a reporting transformation centralizing all reporting activates from the sub regions to the Area, eliminating 60% of the work, while maintaining all service levels

Jan 2011 -
Nov 2012

Director of Finance Operations

Verizon Wireless Northeast Area

Responsible for Northeast wireless inventory management and the compliance assurance of all of Verizon Wireless's call centers and government sales teams.

- Led compliance programs on credits and discounting leading to the reduction of more than \$100M in profit leakage while leading the Compliance Centers of Excellence for Customer Service, Continuity Marketing, Government Sales, and Employee Phone Programs
- Improved service levels, while lowering inventory shrinkage while leading the NEA Inventory team
- Created a financial talent development program in which individual contributors throughout the Area Finance Organization rotated through multiple positions while receiving additional training and mentorship

Sep 2009 -
Jan 2011

Associate Director - New York Metro Region CFO

Verizon Wireless

Responsible for all New York Metro Region Finance activities including Quota setting, Operational & Financial Reporting, Investment Analysis, and developing the annual budget.

- Drove performance by setting quotas for all Store, B2B and Indirect sales employees
- Created and disseminated sales channel reporting to support sales channel leaders
- Created Regional Budget and Forecasts for all Revenue and expense items
- Developed ways to improve regional profitability by identifying the most valuable customers as well as installing cost management programs focused on return rate and Call-in rate.

Education

2003 - 2006

Masters of Business Administration

NYU Stern School of Business

Specializations in Corporate Finance, Financial Instruments & Markets, and Marketing

1998 - 2000

Bachelors of Science

Villanova University

Finance