

# JAMES J. JULIA, MBA

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## FINANCIAL MANAGEMENT/PLANNING/ANALYSIS/OPERATIONS

### EXECUTIVE SUMMARY

- Top performing finance and operations professional with proven 16-year record of contributing to profit growth, cost containment and operational improvement in complex telecommunications and network environments.
- Captured record earnings performance from \$70M to \$590M over a 6 year period as Manager of Financial Planning & Analysis of a leading global telecommunications company.
- Demonstrated expertise in Financial Planning & Analysis, Financial Modeling, Strategic Planning, Budget Strategy, Capacity Planning, Contract Analysis, Performance Assurance and Project Management.
- Human Resources Professional: Certified Interviewer, Management Assessment, Quality Assurance, Employee Development and Force planning for large telecommunications company.
- Excellent leadership presence, highly focused, resourceful and results driven.
- MBA LaSalle University, BS, Finance and Human Resource Management, Wharton Leadership Development.

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### CORE COMPETENCIES

Financial Modeling  
Team Leadership  
Planning/Organization  
Design Monthly Reports

Financial Budgeting/Forecasting  
Managing Mission & Vision  
Develop Project Plan Timelines  
Financial Reports to C-Level

Spreadsheet Management  
MS Access/Excel/Hyperion  
Capital Budget Tracking  
Start-Up Operations

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### PROFESSIONAL EXPERIENCE

#### PECO ENERGY COMPANY

##### Financial Analysis/Manager – Smart Grid/Smart Meter, Philadelphia, PA

March 2010 – Present

Manage Department Capital & Expense Budget for Smart Grid/Smart Meter initiative. Perform revenue forecasting and analysis. Develop revenue projections for the long range plan.

- Cost management - Manage project and department expenses within authorized targets.
- Budget Management – Manage Monthly Budget reports for all Smart Meter Departments. Providing Comparison analysis and Variance explanations.
- Expenditure Approvals - Obtain proper approval for Network and Meter expenditures following contingent vendor contract.
- Schedule, Plan and Present monthly results for VP and Department Leads at Monthly Financial Review meeting.
- Business Case Management - Maintain accuracy and relevance of Smart Meter and Smart Grid Business Cases; update SGIG Business Case
- SPOC for all department monthly close issues and reports (accruals, reclassifications, project approvals etc.)
- Within 1<sup>st</sup> month in position developed Accrual Spreadsheet for department heads and contracts to better gauge and track monthly accruals. Report adds accountability and consistency to the accrual process.

#### VERIZON BUSINESS

##### Senior Consultant – Engineering Project Management, Bala Cynwyd, PA

September 2008 – August 2009

Leader of project management teams for complex engineering assignments, meeting and exceeding crucial deadlines of complex projects. Accelerated mission critical project plan to deliver the project 3 months ahead of schedule.

- Lead the planning, organization, integration and coordination of activities for a diverse group of specialists.
- Develop project plan timeline and milestones for project success.
- Ensure availability and engagement of proper resources to complete required tasks of project.
- Design an escalation process to ensure crucial deadlines were met.

#### VERIZON GLOBAL NETWORKS INCORPORATED (GNI)

##### Senior Manager – Financial Planning & Analysis – Philadelphia, PA

February 2002 – August 2008

Managed GNI capital budget, with consistent increases in budget targets over a 4 year period, through process improvements and increased production, with no increase in staff.

**VERIZON GLOBAL NETWORKS INCORPORATED (GNI) Continued**

- Held role of single point of contact for the tracking and analysis of the GNI capital budget, which grew from \$70M in 2002 to >\$590M in 2008.
- Proficient in spreadsheet management. Financial Modeling. Design and development of spreadsheets in MS Access, Excel and Hyperion.
- Designed and produced comprehensive monthly reports that were referenced by all levels of management up to and including senior leaders.
- Developed strategies to consistently meet business needs while shifting budget priorities.
- Effectively communicated all capital projects with Equipment Engineers and Planners.

**.Senior Manager – Financial Planning & Analysis – Philadelphia, PA**

- Ensured adherence to established guidelines.
- Designed and developed a report in the GNI Budget System that enabled engineers to understand and more closely monitor their project budgets.

**VERIZON GLOBAL NETWORKS INCORPORATED (GNI)****Manager – Operational Budget – Philadelphia, PA****October 1999 - February 2002**

Decreased salary and expense budget by 10% in the first year. Drove ongoing expense reductions through identification of opportunity areas including contractors, supplies, workforce planning, delivery of training and travel.

Track analyze and produce operational budget reports for two director groups (>100 people).

- Provided comprehensive budget and analysis reports to all levels of management.
- Provided Contract Analysis and Vendor Procurement
- Developed ad hoc reports to highlight budget trends for effective action planning.
- Managed force requirements based on salary budget levels.
- Provided immediate and strategic budget planning based on projected funding levels.
- Developed and tracked training budget.

**Manager – Transport Capacity Management – Philadelphia, PA****October 1998 – October 1999**

Lead and managed the start-up of a new subsidiary of Verizon. Successfully launched the GNI Transport Network, with no outages or customer interruptions.

- Monitored transport capacity to ensure optimal customer service levels.
- Developed threshold levels to meet expected capacity usage.
- Developed short- and long-term planning for capacity augmentation.
- Developed and implemented management systems required for effective tracking of capacity issues.

**BELL ATLANTIC INC.****Manager – Interoffice Facility Provisioning (IOF) – Baltimore, MD****July 1995-September 1998**

Leadership of a team of 40 IOF Provision Specialists to proactively plan and ensure network availability.

Manage transport network growth recommendations and facility infrastructure implementation.

**Manager – Vendor Management- Philadelphia, PA****July 1994 – June 1995**

Overall coordination of Bell Atlantic's top equipment vendors for the Philadelphia Region. Managed the purchase and installation timelines for all central office equipment. Assured vendor adherence to all quality installation standards.

**EDUCATION**

LaSalle University – Master of Business Administration

LaSalle University – Bachelor of Science – Finance and Human Resource Management

**PROFESSIONAL TRAINING & AFFILIATIONS**

Wharton Leadership Development Training – Wharton School of Business

Economic Outlook Council – LaSalle University