

SEAN PRESTIA

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FINANCE PROFESSIONAL

Data-driven manager with experience in FP&A and product management, along with proven leadership and data analysis skills in growing revenue and increasing margin. Met 180% of revenue goal in fast-paced hydroponic firm over two years. Motivated a cross-functional team to deliver \$7.5M cost savings on single product line.

CORE COMPETENCIES

FP&A | Cross-Functional Team Leadership | M&A
Biotechnology | P&L Analysis | Product Marketing

PROFESSIONAL EXPERIENCE

HAWTHORNE GARDENING CO., VANCOUVER, WA

10/2018 – 10/2020

Product Manager

Portfolio product management of 25+ brands under 3 product groups – HVAC, air movement, and filtration – totaling \$135M+ in annual revenue.

- Developed the strategic direction for the CanFilter & MaxFan brands. Grew the business from \$11.5M to \$32.2M over two years via lobby efforts, quality improvements, and inventory readiness.
- Delivered an incremental 40% gross margin on the CanFilter Original product line via R&D testing and raw material cost outs, while also improving the user experience.
- Collaborated with cross-functional teams, including marketing, engineering, procurement, regulatory, and R&D, on the product development lifecycle for the CanFilter & MaxFan brands to increase product quality.

HAWTHORNE GARDENING CO., PORT WASHINGTON, NY

7/2014 – 10/2018

Sr. Finance/ M&A Analyst

Managed P&L, balance sheet, and yearly budget of \$250M+ using SAP PRD, SAP BPC, and BlackLine.

- Completed monthly and quarterly close process of 5 business units, utilizing SAP Business Intelligence Platform (BIP), and maintained month-end and year-end reporting packages.
- Met with senior management and conducted financial due diligence of 6 acquisition targets. Acquired EcoScraps, CanFilter, and GroIO via M&A efforts.
- Developed market sizing model of cannabis consumption used to understand the impact of future legalization in each state and forecasted the total US cannabis market size at over \$100B.
- Implemented financial templates for ad hoc reporting to track marketing budget, sales, and new product revenue forecast resulting in driving sales of higher margin products.

SCOTTS MIRACLE-GRO, PORT WASHINGTON, NY

4/2013 – 6/2014

Operations Analyst

Worked with Northeast sales team to track in-store POS, inventory levels, product profitability, and sales commissions.

- Utilized SAP Business Warehouse (BW) to create daily and monthly point-of-sale (POS), profitability and inventory reports to help drive sales to more profitable products.
- Created customer specific reports for Home Depot, Lowe's, and Walmart to track daily sales, ad fund expenditures, and inventory levels.

EPPENDORF NORTH AMERICA, HAUPPAUGE, NY

10/2010 – 3/2013

Technical Support Representative

Provided customers with product and service information on all products including PCR, Cell Manipulation, Pipettes, Centrifuges, CO2 Incubators, and Mixers.

- Tapped as the lead technical support rep for the Cell Manipulation line of products.
- Won sales contest for most service contracts sold in one month by a technical support representative.
- Developed box of box failure report to find trends in product failures and reduce future failures.

EDUCATION

Master of Business Administration (MBA) in Finance

HOFSTRA UNIVERSITY, Hempstead, NY

Bachelor of Science (BS) in Biochemistry

STONY BROOK UNIVERSITY, Stony Brook, NY