

# GARRET PRATHER

## FINANCE & OPERATIONS

Experience in finance, accounting and operations of both small and large businesses. I provide strategic insight, innovate processes, and problem solve across teams to better the human experience.

## CONTACT INFORMATION

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(316)-641-6706

## EDUCATION

Rockhurst University  
Master of Business Administration

University of Kansas  
Bachelor of Science, Finance  
Minor in History

## WORKING STYLE

- Optimistic attitude
- Thrives on cross-collaboration
- Team builder and mentor
- Partner and influencer
- Commercially-minded
- Coaching mentality
- Creative problem-solver
- Multi-tasker
- Believes there is always a solution
- Dedication to diplomacy
- Leads by example
- Capacity for self-improvement

## NON-WORKING STYLE

- Traveling near and far
- Taking (and not being in) pictures
- Combining the above into an Instagram travel account
- Playing low quality and watching high quality soccer
- Currently reading *Let My People Go Surfing* by Yvon Chouinard

## PROFESSIONAL EXPERIENCE

*The New York Times Company* New York, New York  
Associate Director, Strategic Operations 08/2018 - Present

- Guide two acquired creative agencies (stand-alone P&Ls) to greater operational efficiency, with emphasis on workflows and systems that focus on profitability as a key performance indicator.
- Act as liaison for multiple stakeholders across NYT Departments and creative agencies to guide financial & operational execution.
- Implement new disciplines (Operations, Resourcing, Business Affairs) within these creative agencies to guide cross-functional teamwork within agencies and Advertising Department.
- Review and analyze monthly financial reporting with leadership, recommending and implementing adjustments.
- Oversee and standardize accounts payable process for the creative agencies, and approve invoices for payment.
- Partner with T Brand Portfolio leadership on operational goal setting, transforming goals into projects, and managing to completion.
- Advise leadership on business risks, key performance indicators, strategic operational opportunities, and recommended resolutions.
- Oversee legal relationship between agencies and clients or vendors, and partner with Finance on forecasting and reporting.
- Review contractual commitments by creative agencies, and partner with NYT Legal, to ensure compliance with rules and regulations, including CCPA, plus insurance requirements for project execution.
- Lead creative agencies through successful internal audit performance reviews and apply recommendations.

*?What If! Innovation* New York, New York  
Senior Manager / Manager | Finance & Operations  
10/2014 - 08/2018

- Oversaw the Americas' finance & operations team of six resources, reporting directly to CFO/COO, with team covering finance, accounting, resourcing, and operational oversight.
- Created fiscal year budgets and oversaw plan reforecasting.
- Collaborated with leadership on goal-setting and execution beyond budgets, addressing proper scope and pricing of projects, industry pricing benchmarking, and standardizing operations.
- Implemented Microsoft Office 365 as new system for execution of projects, plus developed and educated teams on custom workflows.
- Oversaw pricing, revenue recognition, and staffing assignments of projects in the Americas to increase project profitability.
- Created real time burn rate reporting and analysis on a project-level basis for increased project oversight and accountability.
- Defined key performance indicators, financial reporting to Board of Directors, and operational policy to increase standardization.
- Reviewed cash flow reporting on a daily basis, pursuing collections overdue based on contractual agreements with specific clients.
- Partnered with outside legal counsel on negotiation of contracts with clients and vendors, including Master Service Agreements with Fortune 100 companies, to ensure IP protection and limited company liability.

*Deloitte Consulting, LLP* Kansas City / New York City  
Senior Consultant / Consultant / Analyst | Project Controller  
07/2010 - 10/2014

- Provided quantitative financial reporting to account partners.
- Developed fiscal year revenue plan with lead client service partners focused on client accounts with \$10M+ annual revenue goals.
- Oversaw pricing, SOW review, internal project setup and execution
- Monitored project profitability and performed forecasting analysis through Excel-based modeling.