

Robert E. Thompson

SUMMARY

Highly qualified team member with 30+ years of corporate finance, accounting and marketing leadership. Exceptional knowledge of financial planning & analysis, budgeting, forecasting, and modeling. Extensive practice in effectively leading and managing teams with objectivity and compassion. Strong ability to problem solve, digest and simplify data, and communicate effectively with all levels of management.

CAREER HIGHLIGHTS

- Transitioned manual budget and accounting processes to automation efficiency resulting in reallocation of FTE resources and spend
- Created robust data models connecting marketing strategies / tactics to sales growth drive efficiencies for strategic plan and forecasting resulting in quicker data driven decision making
- Managed, developed and mentored team members over 30 year career
- Implemented Workday HCM/ Payroll processing using data analytics to ensure accuracy and a successful launch

PROFESSIONAL EXPERIENCE

Inxeption Corporation, Louisville, KY

April 2023 – Present

Sr. Director, Finance

- Reconciliation and Analysis of sales transactional data utilized to develop Sales, COGS and Gross Margin forecasts
- Implemented Process Controls - Developed multiple process flow documents as foundation for internal and external audit controls
- Developed strategic and business development sales presentations for CFO/President, leveraged for prospective investors

PAPA JOHN'S INTERNATIONAL, Louisville, KY

1999 – March 2023

Vice President, Financial Operations, 2018-Present

- Lead accounting processing team – general accounting, fixed assets, accounts payable, accounts receivable and payroll
- Manage yearly Capital planning process (\$80M) as well as track and report quarterly updates to the Capital Governance Committee
- Developed finance team transformational process consisting of strategic objective, outsourcing opportunities, automation efficiencies, and FTE realignment
- Serve as a cross-functional collaborator in development and improvement of corporate systems and processes with information and technology team
- Recommended updates and implementation of the financial spending matrix for organization
- Conduct and develop analytical reviews, standardized operating procedures and audit reports, supporting SOX controls for all processing departments in addition to Notes Receivable portfolio of \$40M
- Drive and create payroll analytics to support reporting and issues resolution (weekly payroll processing of ~15K team members with gross earnings of ~\$425M for the fiscal year)
- Developed strategic recommendation to replace/transform ERP system (budget impact, recommended modules required, partnered with information and technology team on financial sub-systems impacted)
- Implemented Workday HCM for payroll processing with one year timeline that successfully launched in 2022 as part of an \$8M capital project that was favorable to budget

- Serve as cross-functional collaborator in development of WorkDay Data Model and established financial systems team

Senior Vice President, Global Marketing, 2015-2018

- Led marketing, branding, media buying, data analytics, and promotional products
- Successfully negotiated partnerships with MLB, NHRA, and multiple media and creative agencies
- Played an integral part in contractual agreements such as NFL partnership, Brand Spokespersons, and Beverage provider
- P&L accountability for 80+ team members across the globe
- Managed, developed and mentored marketing vice presidents, directors, and field level marketing managers
- Responsible for planning, budgeting, and directing creative advertising for ~\$2B system wide operating income
- Developed and delivered extensive presentations to the Executive Leadership Team, Board of Directors and Franchise Advisory Council to review sales results / goals, creative advertising coming to market and competitive learnings

Vice President, Brand Planning and Analysis, 2012-2015

- Created robust data models connecting marketing strategies / tactics to sales growth forecasting, resulting in timely, data-driven decision making
- Strategically planned yearly media buys of \$80M
- Developed, managed, and reported \$125M National Marketing Budget
- Developed pricing models to impact store level menu pricing, promotional pricing and creative marketing
- Responsible for strategic planning, budgeting, and forecasting of marketing activities
- Effectively communicated marketing direction and support to Executive Leadership and members of the Franchise Advisory Council
- Managed all sales reporting, including but not limited to, weekly executive leadership dashboard, monthly leadership team financial reviews and quarterly Franchise Advisory Council updates
- Consulted with franchisees to review current state of the industry/pizza category, its effect on their business, and helped drive sales growth between tickets and transactions
- Performed ad hoc sales and profitability requests to steer data driven decision making

Senior Manager - Senior Director, Marketing Research and Analysis, 2004-2012

- Performed analysis of 700 corporate store level sales and profitability performance with regards to menu and promotional offers
- Developed a consumer and competitive research department to understand new products, marketing campaigns, and consumer satisfaction on the brand
- Developed an internal tool (MS Access and Excel) to obtain store level food cost/volume to analyze impact on operations tied to marketing promotions

Senior Manager, Finance Reporting and Analysis, 1999-2004

- Led cross-functional team responsible for executing successful and timely system wide promotions
- Created complex modeling for strategic planning, budgeting, and forecasting for corporate restaurants
- Standardized monthly reporting and trained corporate operators to improve P&L efficiency
- Managed the yearly corporate restaurant budget process

Humana, Louisville, KY

1998 – 1999

Senior Accounting Analyst, - Analysis of general ledger accounts, projected corporate allocations, and statutory filings

United Parcel Service, Louisville, KY

1992 – 1998

Supervisor, UPS Worldwide Logistics, - managed General Accounting, Accounts Payable, Inventory Control, and Accounts Receivable departments (reconciliations, accounting consolidations, P&L analysis, and development of Inventory system)

Senior Accountant, UPS Customhouse Brokerage, - Accounts Receivable collections, Accounts Payable, General Accounting reconciliations and P&L analysis

EDUCATION

Bellarmine University

Louisville, Kentucky

Bachelor of Science in Accounting – 1992

ReZone Coaching: 2019-2020

A leadership development opportunity serving as continued education and training for high-level management.

RECOGNITIONS

Mixer Award – A mixer blends Papa John’s quality ingredients used in the dough resulting in something special. This award goes to the team member who constantly mixes their quality ingredients to achieve significant goals and expectations.

Driver Award – The team member who receives this award can always be counted on to deliver. They are driven to never give up and can always be counted on to drive the business forward.

You Delivered – This award was given to a team member who made decisions with a significant impact on financial results for the company.

COMPUTER SKILLS

Workday HCM/Payroll

Oracle Hyperion Financial Management, Essbase, and PeopleSoft

Microsoft Outlook, Excel, PowerPoint, and Word