

K. RICHARD ENGEL

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FINANCIAL ADVISOR LEADER

Business Solutions | Financial Advisor Leadership | Revenue Generation

Master's educated financial professional with extensive experience providing the leadership and support needed to drive the achievement of key organizational business goals and objectives. Able to lead high-performing teams through a committed approach to training and development based on industry best practices and innovation, capable of delivering exceptional outcomes in challenging environments. Proven strength in building and maintaining long-term, professional relationships with strategic business partners and stakeholders, including employees, based on the effectiveness of the leadership and support provided. Recognized for delivering impactful results while leading in fast-paced, dynamic business environments.

AREAS OF EXPERTISE

- Program Management
- Financial Planning Practices
- Wealth Management
- Solutions Implementation
- Staff Management & Development
- Strategic Business Partnerships
- Business Process Improvement
- Financial Investment Vehicles
- Strategy & Execution
- Employee Engagement
- Business Relationships
- Performance Management

LICENSES AND CERTIFICATION

FINRA Series 7 and 63 Licensed

Certified Financial Planner (CFP)

Health and Life Certified/Long Term Care Certified

Certified Public Accountant (CPA) - State of Colorado

PROFESSIONAL EXPERIENCE

FINANCIAL ADVISOR

2021 - 2023

Northwestern Mutual, Denver, CO

- Developed an understanding of the client's goals and vision to create and implement financial solutions to help them achieve their financial objectives.
- Worked to build a financial planning practice, bringing the client's proper insurance and investment strategies based on their needs.
- Provided financial guidance based on financial literacy to help clients achieve long-term financial security while delivering exceptional service to drive satisfaction, loyalty, and referral business.

REGISTERED REPRESENTATIVE

2020 - 2021

Capstone Colorado, A Mass Mutual Firm, Denver, CO

- Worked to provide the company's clients with sound financial planning and investment advice during each phase of their life.
- Delivered a level of service designed to create a positive experience to drive satisfaction, loyalty, and referral business.

LICENSED AGENT

2018 - 2020

New York Life Insurance Company, Denver, CO

- Assessed the client's personal needs and objectives to help ensure individuals had the proper protection in individually-owned life insurance, long-term care insurance, and retirement and education strategies to meet financial goals.

VICE PRESIDENT, PRACTICE LEAD

2018

Donyati, LLC, Denver, CO

- Led growing EPM practice focused around Oracle / Hyperion, OneStream, and Anaplan, managing a multi-team, multi-track engagement for a leading consumer products company undergoing major structural changes.
- Ran a data governance project focused on implementing world-class technical, process, and structural governance.
- Notable achievements while in the position included:
 - Drove an upgrade of HFM from 11.1.2.3 to 11.1.2.4 while migrating data centers to the virtual environment.
 - Managed the successful conversion of Financial Data Quality Management (FDM) to FDMEE while focusing on process and mapping improvements.

Professional Experience Continued

- Spearheaded the transition of support and maintenance activities from an outgoing competitor while providing consulting advice on restatements, discontinued operations, cash flow preparation, and performance optimization.

SENIOR PRACTICE MANAGER

2017 - 2018

ProKarma, Inc., Denver, CO

- Led a growing Performance Management and Analytics practice focused on enterprise implementations of Anaplan and the IBM Financial Operation Performance Management platform.
- Notable achievements while in the position included:
 - Delivered the entire life cycle implementation of Anaplan at an emerging SaaS provider, covering all aspects of the FP&A cycle.
 - Led the TM1 implementation at a leading commercial airline, creating best-in-class planning for its flight operations, gate operations, and maintenance centers that integrated those areas with top-line forecasts.
 - Developed methods and collateral for Sales & Operational Planning (S&OP) solutions, and engaging energy and industrial companies, leveraging this framework to provide solutions to companies owned by our parent, the Carlyle Group.
 - Created a project management/customer excellence framework combining Agile and Anaplan Way methods, improving delivery efforts and client retention/references.
 - Developed and showed an analytic dashboard for the Gaming industry deployed on the Anaplan platform, which allowed real-time monitoring of all gaming and hotel operational metrics.

DIRECTOR OF FINANCIAL ANALYTICS

2012 - 2017

Cognizant Technology Solutions, Denver, CO

- Led efforts to develop EPM/Hyperion competency within Oracle practice, focusing on enterprise implementations of Planning, BI, and EPM solutions.
- Notable achievements while in the position included:
 - Led successful efforts to develop an Exploration and Production (E&P) planning solution for a Fortune 500 energy company.
 - Architected a comprehensive Hyperion Planning and Strategic Finance model for widespread use within the upstream industry focused on forecasting production and capital expenditures at the well level.
 - Designed a system to allow users to forecast revenue by field based on volume and pricing and run profitability analysis by field and company with the resulting model that allowed the client to be acquired at a favorable valuation for shareholders.
 - Managed Hyperion team of 10 high-performing consultants focused on developing the solution, integrating the application with legacy and new data systems, and building data and metadata loads based on integrated sources and with Hyperion Strategic Finance and Hyperion Financial Management applications.
 - Developed a comprehensive EPM solution for a leading industrial equipment manufacturer, which allowed for complete financial statement planning and forecasting using Hyperion Planning.
 - Created a sophisticated sales forecasting model to isolate non-sales related (currency, product mix, etc.) drivers to allow accurate performance-based metrics.

SENIOR MANAGING CONSULTANT

2009 - 2011

Rolta TUSC Consulting, Denver, CO

- Led business development and consulting efforts within the western US for a leading Oracle / EPM consulting firm, focusing development efforts at key clients and delivering strategic partnering solutions.
- Led a high-performing EPM team and projects at Limited Brands, supporting multiple projects supporting the client's ERP and EPM systems.
- Drove Hyperion EPM upgrades from System 9 to version 11 and application enhancements, working as System Architect and Project Manager.
- Managed the team handling efforts to replace Hyperion Application Link (HAL) with Oracle Data Integrator (ODI) and upgrade ETL/Data Staging processes to add greater user value.
- Architected a comprehensive EPM solution for a regional bank, delivering an innovative balance sheet planning application combined with interest rate, headcount, and S&A planning to produce full profitability planning and analysis.
- Notable achievements while in the position included:
 - Expanded Rolta's footprint at Limited, expanding staffing presence and leading the conversion of TM1 applications to Hyperion Essbase.
 - Delivered the EPM solution on time, reducing budget turnaround by 60% and providing support for regional branch acquisition by the client.

Professional Experience Continued

- Spearheaded the budget process redesign for the directory publisher, streamlining the budget process to reduce turnaround.
- Optimized settings and calculations, reducing maintenance and budget turnaround by 50%+.

PREVIOUS EMPLOYMENT: Senior Technical Manager - Oracle Corporation, Senior Managing Consultant - IBM Global Business Services, Director of Business Intelligence - Cherokee Consulting, LLC., Service Practice Manager - Hyperion Solutions, Inc., Regional Manager - Palladium.

EDUCATION

Master of Business Administration (MBA) - Santa Clara University
Graduated with High Honors

Bachelor of Science, Finance/Accounting – University of Colorado, Boulder, CO

Completed Fifty for Colorado Leadership Program - University of Colorado Leeds School of Business

Completed Partnering with the CFO, Professional Education - University of Pennsylvania, Wharton School of Business

Technical Proficiency: Oracle Hyperion Essbase (Certified), Oracle Hyperion Planning (Certified), Oracle HFM, Oracle PBCS, Oracle FCCS, Oracle ARCS, DRM and ODI, Oracle OBIEE and Exalytics, Anaplan, Adaptive Insights, Alteryx, SAP BPC, IBM Cognos TM1, Tidemark, Tagetik, BOARD, Microsoft Azure, SQL Server (SSIS/SSAS), Power BI and Machine Learning, Microsoft Office Suite