



MARISOL VEGA

Finance Manager

ABOUT ME

Finance manager with seven years across SaaS and healthcare services. Owns FP&A cycles, board materials, and pricing models, and partners with sales and product leads on unit economics. Comfortable rebuilding messy spreadsheet tools into models the CFO actually trusts.

PROFESSIONAL EXPERIENCE

Finance Manager, FP&A | Brightline Health Partners, Raleigh, NC
2021 – Present

- Own the monthly close partnership with accounting, cutting variance-explain turnaround from 9 days to 3.
- Built a driver-based revenue model covering 14 service lines that flagged \$2.3M in mispriced contracts up for renewal.
- Lead quarterly board prep with the CFO, including the 3-statement forecast and bridge to plan.
- Manage two senior analysts; rebuilt the headcount planning process so HR and finance share a single roster of truth.

Senior Financial Analyst | Northwind Cloud Systems, Raleigh, NC
2018 – 2021

- Partnered with the VP of Sales on quota setting and ramp assumptions for a 60-rep org.
- Reworked the CAC payback model and surfaced a customer segment paying back in roughly 8 months vs. a 22-month assumption.
- Stood up a recurring cohort retention report in Looker that replaced a manual deck the team had run for years.
- Owned monthly commission calculations for sales and CS, with no payout disputes during my tenure.

Financial Analyst | Northwind Cloud Systems, Raleigh, NC
2017 – 2018

- Supported the annual budget for a \$48M ARR business; consolidated inputs from 11 department leads.
- Built the first usable departmental spend dashboards in Tableau.
- Reconciled deferred revenue waterfalls with accounting each quarter.

CONTACT INFORMATION

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EDUCATION

- B.S. Finance, University of North Carolina at Chapel Hill, 2017
- CPA Candidate, passed FAR and AUD (2024)

KEY SKILLS

- 3-statement modeling
- Adaptive Planning
- NetSuite
- SQL (intermediate)
- Looker, Tableau
- Board reporting
- Headcount and OpEx planning
- Pricing and unit economics
- SaaS metrics (ARR, NRR, CAC)
- Excel power user