



ELENA VASQUEZ

Financial Analyst

CONTACT INFORMATION



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EDUCATION

- **MBA, Finance Concentration,** University of Minnesota Carlson School of Management, 2020
- **B.A. Economics, Grinnell College,** 2017

KEY SKILLS

- Long-range planning and scenario modeling
- Workday Adaptive Planning
- Oracle Hyperion / EPBCS
- Excel power user (Power Pivot, LAMBDA)
- SQL, Tableau
- Healthcare payer mix and 340B analysis
- Standard cost and PPV variance
- Executive presentation and storytelling

ABOUT ME

Senior financial analyst with seven years in healthcare and medical device finance. Lead the long-range plan for a \$410M business unit and partner with marketing and R&D on launch business cases. Known for tying the model back to operating drivers people on the floor can recognize.

PROFESSIONAL EXPERIENCE

SENIOR FINANCIAL ANALYST, COMMERCIAL FINANCE | NORTHWIND MEDICAL DEVICES, MINNEAPOLIS, MN
2021 - PRESENT

- Own the three-year plan for the cardiac access portfolio, including ASP erosion, mix shift, and capital placement assumptions.
- Built the launch model for a new sheath product line projecting \$46M in incremental revenue by year three, used in the executive go/no-go review.
- Run quarterly business reviews with the VP of Sales covering rep productivity, hospital wallet share, and discount leakage.
- Redesigned the standard cost variance pack so manufacturing leaders can see PPV, scrap, and labor in one view; cut prep time from three days to half a day.
- Coach two analysts and one rotational associate on model review and stakeholder questions.

FINANCIAL ANALYST, FP&A | PRAIRIE HEALTH SYSTEMS, DES MOINES, IA
2018 - 2021

- Built the service line P&L framework across cardiology, orthopedics, and oncology covering 11 hospitals.
- Modeled the payer mix impact of a major commercial contract renegotiation, supporting a settlement that protected roughly \$7.2M in net revenue.
- Standardized the monthly close package across regions, replacing 14 region-specific decks with one template.
- Trained 25 finance staff on the new EPM tool during a Workday Adaptive rollout.