

Paul F. Lopez

WORK EXPERIENCE

Louisiana Tech University, Ruston, LA Lecturer – School of Accountancy

2016 - Present

- Originally began teaching Part-Time then moved to Full-Time in Fall 2021
- Instructor for Principals of Managerial Accounting (ACCT202) class that is required for all students majoring or minoring in business
 - One to three sections taught, per quarter, ranging from 50 to 60 students, per section of diversified majors and classifications
 - Topics covered include Job Order Costing, Contribution Margin Analysis, Cost Variance Analysis, Cash Budgeting, Capital Investing Review, Financial Statement Ratios and Statement of Cash Flows reporting.
- Instructor of Intermediate Accounting I (ACCT303) that is required for all accounting majors and may be used as an upper-level elective for other business majors
 - Sole Instructor for this class; class size ranges include 45 to 60 students
 - Topics covered include detailed compilation of Balance Sheet, Income Statement and Cashflow Statements, Time Value of Money introduction and Revenue Recognition
- Consistently maintain high evaluation scores of 3.8 out of 4.0

Haynes International, Inc.

2013 - 2021

Regional Finance Manager (Arcadia, LA, Mountain Home, NC)

- Oversee the finance function of a \$60 million division specializing in cold pilger manufacturing of high-end nickel and titanium materials (Arcadia) as well as a \$30 million division specializing in nickel alloy wire (Mountain Home)
- Develop and consolidate budget/forecasting spending for 30 departments while working closely with 8 department managers
- Accountable for valuation of \$40 million inventory portfolio using traditional standard costing and actual costing methods
- General Ledger reconciliation and accountability; heavy emphasis on managerial accounting activities
- Instrumental in implementing new MicroSoft Dynamics software ERP system for Arcadia manufacturing facility

Patriot Proppants, LLC (purchased by Unimin Corp – 2012)

2010 – 2013

Controller/Purchasing Manager (Minden, LA)

- Start-Up \$30 million manufacturing company of resin coated sand used in the fractionation process during drilling activities
- Originally hired as Controller and responsible for all day-to-day accounting functions including A/P, A/R, general ledger and banking activities; with company buyout by Unimin, title changed to Purchasing Manager in order to fit current corporate structure
- Set-Up and implemented new accounting software including global chart of accounts structure and all vendor, customer and personnel indicative information requirements; required extensive training of widely diverse employees
- Established and implemented new accounting policies and procedures for new facility
- Worked closely with operating and other administrative personnel to insure procedures are followed

Clement Industries, Inc (sold to Ligon Industries – 2009)

2007 –2010

Controller (Minden, LA)

- A \$25M dump trailer manufacturing facility that sells nation-wide through a dealer network
- Member of executive management team that affect the operations of the plant and long-term goals of the company
- Primary decision maker for all financial operations including A/P, /R, payroll, G/L and labor and material efficiency reporting
- Implement improvements in A/P processing, payroll and management reporting which increase efficiencies and provide production management with timely and accurate information

Hogan Hardwoods & Moulding, Inc. (sold to Acadian Wood Products – 2007)

2004 – 2007

Accounting Manager (Ruston, LA)

- Privately owned \$200 million organization with 13 distribution facilities across the Southeast U.S.; headquartered in Ruston, La. Wholesales lumber, plywood and specialty moulding products.
- Responsible for integrity of financial accounting daily activities including general ledger, A/P, payroll and inventory
- Implemented company wide, bottom-up, budgeting process including development, preparation, reporting, and analysis
- Streamlined central accounts payable activities resulting in annual savings of approximately \$30K; payroll of \$26K
- Uncovered sales tax consolidation and reporting errors which led to refunds in excess of \$106K

QV Services, Inc (sold to Key Energy – 2003)**1999 – 2004****Division Finance Manager – Ark-La-Tex Division (Shreveport, LA)**

- Oversee daily accounting activities of this \$100+ million Region specializing in vacuum truck operations, tank rentals, chemical sales, work-over rig services and fluid disposals for oil field activities.
- Prepare and analyze capital and financial budgets for regional president and parent company.
- Supervise office staff and regional business offices responsible for accounts payable, invoicing, and general ledger activities.
- Implemented new invoicing and general accounting software programs with no interruption to daily workflow. This required establishing up front and detailed integration processes as well as training of office personnel.
- Implemented new billing processes that ultimately improved 5 days in the billing cycle.
- Successfully led the A/R collection team that improved DSO by approximately 7 days and significantly reduced write-offs.

CONOCO INC.**1988 – 1999****Financial Accounting Supervisor (Lafayette, LA, 1997-1999)**

- Supervised a twelve-member multi-diversified staff responsible for revenue surveillance, audit resolution, joint interest operations support, accounts receivable management, production volume/cost allocations for oil and gas exploration and production properties.
- Operated within budget constraints and lead staff in contributing over \$9 million in funds from operations through revenue surveillance, accounts receivable reductions and effective cost allocations in joint operations management.
- Functional Excellence coordinator for Gulf Region requiring knowledge of skills needed by employees for financial support of business operations. Also acted as Training Coordinator of 24-week U.S. Finance Development training program.
- Lead financial support for two \$50 million equity partnerships including cash management, budget and forecast reporting, debt service requirements, audit resolution and accounting policy guidance. Required ability to thoroughly understand the key elements of the business including critical relationships among markets, customers, competitors and partners.
- Coordinated worldwide cash and earnings forecast and reporting consolidation activities. Used effective communications up, down and across organizational and functional reporting lines to meet deadlines and insure quality performance.
- Prepared quarterly financial press releases, ad hoc speeches and management presentations on earnings variance analysis on behalf of the V.P. of Finance for Investor Analysts and board members.
- Managed trade accounts receivable portfolio in excess of 200 accounts and \$150 million exposure by establishing credit lines through heavy financial statement analysis and proactive collection and reconciliation efforts. Improved Days Sales Outstanding by four days contributing approximately three million dollars to working capital.
- Sole Treasury representative on multi-functional team that studied and implemented improvements to the business unit's cash cycle resulting in an annual cost savings of \$12.9 million. Special financial recognition received.

MBANK CORPUS CHRISTI, N.A.**1986 – 1988****Senior Credit Analyst**

- Prepared commercial loan requests for weekly board of directors meeting. Required knowledge of company and personal financial statement analysis and detailed credit evaluation. Obtained exposure to commercial, petroleum, real estate and agricultural lending practices as well as securities and collateral documentation and evaluation.

EDUCATION**M. B. A., LOUISIANA TECH UNIVERSITY, Ruston, LA****May, 2006****B.B.A., FINANCE, TEXAS A&M UNIVERSITY, College Station, TX****May, 1986****LEADERSHIP ACTIVITIES & PROFESSIONAL DEVELOPMENT TRAINING**

- Beta Alpha Psi – Faculty Advisor
- Captain of Captains – NWLA Mardi Gras Association
- Board Member – Krewe des Ambassadeurs, Minden, LA
- InRoads – Mock Interviewer for minority students majoring in business or engineering
- Leadership Lincoln Graduate – 2010
- Adjunct Instructor – Bossier Parish Community College – 2009