

# BRIAN FAULK

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## EDUCATION

**UNIVERSITY OF NORTH CAROLINA, Kenan-Flagler Business School** – Chapel Hill, NC May 2015

**Master of Business Administration**, Full-Time MBA Program

- Consortium for Graduate Study in Management Fellowship – Full tuition
- Admissions Advisory Board Member, Social Startup Consultant

**UNIVERSITY OF VIRGINIA** – Charlottesville, VA

May 2006

**Bachelor of Science**, Commerce with Finance and Marketing concentration

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## EXPERIENCE

**FANNIE MAE** – Washington, DC

2011-2013

**Financial Analyst IV** (2012-2013)

- Managed the month-end close and monthly P&L reporting activities for a portfolio of strategic projects with \$55M+ in funding; investigated variances to budget and presented analysis to senior management
- Worked with cross-functional teams to create and update 8 business cases that were used to secure funding from senior management; validated cost and savings estimates and created presentation material to prepare project teams during business case reviews
- Mentored 5 analysts as the broader team expanded from 5 to 12 members; reviewed work assignments, designed training materials and provided guidance on key financial concepts

**Financial Analyst III** (2011-2012)

- Established a process to report monthly cash spend for 40+ strategic projects with a combined budget of \$100M+; process resulted in the first ever company-wide reporting of cash spend for these strategic initiatives
- Managed the team's quarterly process to validate and report realized cost savings for completed projects; quarterly process provided independent validation of \$33M+ in cost savings
- Led the review of 8 project funding requests during the annual budget cycle; worked with cross functional teams to validate and report scope and budget projections that enabled senior management to make more informed funding and prioritization decisions

**PRICEWATERHOUSECOOPERS, LLP** – McLean, VA

2006-2011

**Senior Associate** (2009-2011)

- Managed a client engagement valued at \$250K+; led budget, scope and schedule decisions and co-authored the final report detailing recommendations to improve the client's administration of its financial assistance programs
- Led a workforce analysis that identified key metrics, gaps and redundancies in job functions and governing policies; analysis served as a baseline to help improve a client's existing staffing model

**Associate** (2006-2009)

- Served as lead presenter and facilitator at 6 client sponsored workshops to identify business processes wherein personally identifiable information (PII) may be vulnerable; team identified and provided recommendations to mitigate 15+ different risks to PII
  - Developed a business case for a client that utilized discounted cash flow to justify funding for their internal program; business case analysis helped secure \$500k of additional business for PwC
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## ADDITIONAL

- Certified Associate in Project Management (CAPM)
- Served as a volunteer tutor and mentor for the following organizations: Greater DC Cares, Junior Achievement Program, College Success Foundation