

LAN CLARK, MBA

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Finance leader and independent consultant with 20+ years of experience strengthening FP&A, forecasting, financial modeling, strategic decision support, and finance processes across manufacturing, technology, healthcare, pharmaceuticals, and life sciences companies. Skilled at quickly understanding complex business requirements, turning large and imperfect datasets into actionable insights, building operating models and business cases, and redesigning finance workflows. Provides senior-level, project-based leadership and practical AI-enabled solutions to improve visibility, reporting, and decision-making

CORE EXPERTISE

FP&A & Forecasting | Financial Modeling & Business Cases | Scenario & Sensitivity Analysis | Pricing, Profitability & ROI Analysis | Finance Transformation | Management Reporting & KPI Design | Process Redesign & Automation | Fractional Finance Leadership | Strategic Decision Support | AI-Enabled Finance | Executive & Business Partnership

Technology: Workday Adaptive | Oracle | NetSuite | SAP | SQL | Power BI | Tableau | Alteryx | Python | Advanced Excel & VBA

EXPERIENCE

LAN CLARK CONSULTING SOLUTIONS, LITTLETON, MA

07/2026 – Present

Independent Finance Consultant

Independent consulting practice providing project-based finance support across FP&A and forecasting, financial modeling, finance transformation, AI-enabled finance, and fractional finance leadership.

- FP&A & Forecasting - Build driver-based plans, rolling forecasts, scenario and sensitivity analyses, KPI frameworks, and management reporting to improve visibility and decision-making.
- Financial Modeling & Strategic Decision Support - Develop multi-year operating models, pricing and profitability analyses, ROI assessments, DCF models, and business cases for investment and operating decisions.
- Finance Transformation - Redesign planning and reporting processes, improve workflows, standardize models, and identify automation opportunities to increase efficiency and reporting reliability.
- AI-Enabled Finance - Assess high-value use cases and apply practical AI to forecasting, scenario analysis, financial research, reporting, and decision support with responsible governance and human oversight.
- Fractional Finance Leadership & Special Projects - Provide senior finance support for transitions, major planning cycles, strategic initiatives, and project-based leadership needs.

BROOKS AUTOMATION, CHELMSFORD, MA

01/2023 – 06/2026

\$1B revenue semiconductor manufacturer and provider of automation solutions

Senior Consultant, Corporate FP&A, 01/2023–11/2023

Senior Manager, FP&A, 11/2023-06/2026

Hired as Senior Consultant before transitioning to Senior Manager, FP&A

Strategic FP&A | Executive Decision Support | Team Leadership

- Partnered with the finance executives, executive leadership, and functional leaders to deliver scenario modeling, investment analysis, resource allocation, and strategic planning support across global operations
- Led enterprise AOP, rolling forecasts, point estimates, risks and opportunities reviews, and long-range planning, translating business drivers into actionable financial insights
- Enhanced executive and Board reporting packages, KPI dashboards, and presentations to improve management visibility and support quarterly business reviews and shareholder reporting
- Led and developed three FP&A analysts while delivering enterprise forecasting, reporting, analytics, and cross-functional finance initiatives through significant organizational change

Finance Transformation & Automation

- Built Price-Volume-Cost-Mix analytical frameworks using SQL, Oracle billing data, Alteryx, and advanced Excel to connect commercial and operational drivers with financial performance
- Resolved pricing and revenue analysis challenges across 80+ customer billing structures and split-billing arrangements, improving selling-price and margin visibility
- Integrated FP&A workflows across Oracle, SQL-connected data warehouses, and Workday Adaptive to strengthen reporting reliability, planning scalability, and process efficiency
- Redesigned recurring FP&A and reporting workflows, reducing processing time by ~20% to ~90%, such as: billing/DIW updates from ~8 hours quarterly to 15 minutes monthly, Estimate updates from ~1.5 hours biweekly to 5 minutes weekly

Business Partnership & Operational Planning

- Rebuilt headcount forecasting using employee and requisition data, payroll accruals, and HR payout structures, reducing weekly processing from about 1 hour to 10 minutes while improving accuracy and scalability

- Led finance partnership with Sales and Marketing on pipeline analytics, forecast accuracy, and growth planning
- Supported implementation and enterprise rollout of Workday Adaptive Planning including organizational structures, testing, training, and planning process redesign
- Maintained reporting continuity through finance leadership turnover while absorbing approximately 35% of former management responsibilities

Capital Investment & Scenario Modeling

- Applied generative AI to accelerate research, financial analysis, scenario modeling, and investment reviews while maintaining appropriate finance review and human judgment
- Developed financial models for capital investments, pricing initiatives, tax incentives, and operational scenarios to support executive investment decisions

QUADRASCOPE VENTURE CAPITAL FUND, Boston, MA

2022 – Present

\$10M venture capital fund investing in biotech companies focused on healthy lifespans

Venture Partner (Investment & Financial Modeling)

- Built fund and portfolio models covering waterfalls distribution, cash flows, returns, and scenarios to support portfolio construction, investment valuation, and quarterly investor reporting

OCTOSCOPE / SPIRENT COMMUNICATIONS, Littleton, MA

2020 – 2022

\$20M+ revenue Wireless Testing Technology Company acquired by Spirent Communications in 2021, now Keysight

Financial Controller

Broad finance leadership role spanning FP&A, controllership, systems implementation, cash management, transaction support, and operational decision support through acquisition

- Led FP&A and accounting, including budgeting, forecasting, cash management, executive reporting, incentive compensation, revenue recognition, and business performance analysis
- Led NetSuite selection and six-month implementation, reducing annual costs by ~\$20K and improving reporting reliability
- Secured approximately \$905K in PPP funding with full SBA forgiveness during COVID uncertainty and delivered ~\$600K in R&D tax credits through structured studies and fillings
- Built executive reporting packages, integrated forecasts, and Tableau dashboards to improve pricing, margin, cash-flow, and operational decision support
- Managed monthly close processes including revenue recognition for complex multi-element customer arrangements in accordance with ASC 606 principles, supporting accurate revenue reporting and audit compliance
- Supported due diligence for Spirent Communications' acquisition of OctoScope

FRESENIUS MEDICAL CARE, Waltham, MA

2017 – 2020

\$400M Renal Pharmaceuticals business within the \$2.3B Renal Therapies Group

Senior Manager, Financial Planning & Analysis

- Led financial planning, forecasting, pricing analytics, and business decision support for a \$400M Renal Pharmaceuticals business within the \$2.3B Renal Therapies Group
- Developed pricing and financial models for multi-year supplier negotiations, contributing to ~3% annual profit improvement
- Rebuilt gross-to-net revenue and margin models to support royalty negotiations and drive over 1% profit improvement
- Built business cases for new product investments, pricing strategies, and operational negotiations

ADDITIONAL FINANCIAL PLANNING & ANALYSIS EXPERIENCE

Harris Corporation | Becton Dickinson/ Corning Life Sciences | Veeco Instruments | Fidelity Investments | ExxonMobil Vietnam

- Delivered planning, forecasting, executive reporting, investment analysis, business case development, M&A due diligence, and finance business partnering across multiple industries, including execution support for a multi-business divestiture

EDUCATION & CERTIFICATIONS

- **M.B.A.**, Finance, Simmons University, School of Management, Boston, MA (Fulbright Scholarship Recipient)
- **B.S.**, Economics; B.S., Foreign Trade – University of Economics, HCMC., Vietnam
- **AI for Business & Finance** — Columbia Business School Executive Education & Wall Street Prep, September 2026
- **AI for Finance Specialization** — Corporate Finance Institute® (CFI), September 2026