

# JAMES J. MCGOVERN

Fishkill, NY | 914-980-0880 | [mcgovern.jim@gmail.com](mailto:mcgovern.jim@gmail.com)

<http://www.linkedin.com/in/jimmcgovern/> | <http://www.mcgovernanalytics.com>

## PROFESSIONAL EXPERIENCE

*The Asher House* | remote

### INTERIM CHIEF EXECUTIVE OFFICER (2024)

Drove strategic direction, financial health, and operational efficiency, recruiting a new Board of Directors, and establishing a new organizational entity. Oversee departmental functions, including finance, marketing, mission operations, fundraising, and human resources. Professionalized the staff structure by enabling cross-department communications, establishing budgets, and designing fundraising strategies.

*American Cancer Society, Inc.* | remote and White Plains, NY

### VICE PRESIDENT, BUSINESS PLANNING AND OPERATIONS (2017–2023; onsite/remote)

Rose from regional to enterprise-level position overseeing financial planning and analysis, revenue analytics, real estate management, human resources, and field support. Drove development of tools and systems to support organization's decision-making.

- **Financial Planning & Analysis:** With a team of four senior analysts, I accomplished the creation of annual budgets and quarterly forecasts for the \$200M field operations and sales pillar that led to more accurate financial insights and improved business planning.
- **Data-Driven Decision Making:** Enhanced decision-making by integrating data from Salesforce, NetSuite, and Workday's Adaptive, resulting in greater organizational insight and improved performance tracking. This included identifying trends, risks, and opportunities for growth.
- **Recommendations to Leadership:** Using this data-driven analysis, I advised senior management on decisions aimed at improving performance, minimizing risk, and capturing new opportunities by tracking performance trends, identifying areas for growth during strong periods, and recommending cost-cutting measures during lean times, which resulted in more efficient resource allocation and sustained organizational stability.
- **Communicate Results:** Enabled real-time reporting, data transparency, and accountability for key revenue KPIs by developing a comprehensive Power BI workspace that allowed leaders to track performance effectively. Field and middle managers could see their progress in real time, compare against their peers, and adjust accordingly.
- **Leadership and Team Management:** Led and inspired high-performing teams of analysts, real estate and facilities professionals, and 40+ operations staff. My teams scored above the company average in employee engagement surveys (78 to 76) and were highly aligned to business objectives.

*American Cancer Society, Eastern Division, Inc.* | New York, NY

### SENIOR VICE PRESIDENT, OPERATIONS – Eastern Division, Inc. (2013–2017)

Transitioned into lead role overseeing all aspects of division operations (500 staff), from cancer control and financial planning to community and corporate engagement, as well as administrative functions.

- **Played key role in greater organizational efficiency** by leading the design of Northeast Region. I contributed to several reorganizations, by creating new organization charts based on capacity data to produce more effective structures and improvements to the bottom line.
- **Mitigated declining revenue as leader of nationwide optimization efforts** that included spend reductions.
- **Enhanced financial accountability across groups** through implementation of nationwide return on investment (ROI) standards.

**CHIEF FINANCIAL OFFICER/TREASURER (1999–2013) | White Plains, NY**

Spearheaded fiscal operations for division—established and oversaw multiple departments including Finance, Information Technology, Human Resources, and Administration. Introduced financial reporting by revenue stream/department, as well as forecasting process and rolling forecasts that extended beyond the fiscal year.

- **Strategic Business Partnership:** Led the successful financial recovery post-9/11 by designing and executing a multiyear plan to restore \$9M to the fund balance levels. I pioneered a bottom-up forecasting process, which was closely tracked with the Board of Directors and Finance Committee, resulting in stronger fiscal oversight.
- **Strategic Planning:** Enhanced planning and tracking by leading the development of a comprehensive strategy map and balanced scorecard, which optimized performance management across the organization and resulted in clearer alignment of short- and long-term goals and objectives.
- **Financial Planning & Analysis:** Collaborated with program managers and department heads to develop realistic and achievable budgets, ensuring alignment with the strategic plan and financial constraints.
- **Innovation and Process Improvement:** created and oversaw a cross-functional Quality Improvement Council, which facilitated collaboration across departments and resulted in the successful implementation of key process improvements that enhanced overall organizational performance.
- **Program Optimization:** drove specialization, a shift to evidence-based programming, and program efficiency by leading the reorganization of cancer control operations, which resulted in more focused resource allocation and improved program effectiveness.
- **Fiscal Consolidation:** Consolidated six sets of financial statements into one following merger of eastern divisions and created the Finance, Human Resources, and Information Technology departments from scratch.
- **Fundraising Strategy:** I delivered significant improvements to fundraising, including establishing a new corporate role that fulfilled products and stewarded donors and centralizing walk recruiters. These resulted in enhanced fundraising strategies and stronger alignment with corporate goals.
- **Accounting Operations:** Managed and oversaw all financial operations, including accounting, budgeting, treasury, and forecasting. Ensured the accuracy of the general ledger, accounts payable, and pledge receivable systems, contributing to improved financial reporting, cash flow, and operational efficiency.
- **Internal Controls and Risk Management:** Developed and implemented internal controls to ensure compliance with financial reporting, state and 990 tax filings, and audits. Managed relationships with external auditors and financial institutions, ensuring adherence to regulations and improving financial governance while minimizing the risk of non-compliance.

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**EDUCATION & CERTIFICATION**

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**Master of Business Administration in Management** Fordham University School of Business, New York, NY

**Bachelor of Science in Neuroscience** | University of Rochester, Rochester, NY

**Data Analytics Certification** | Google

**Business Intelligence Certification** | Google

**Areas of Expertise & Technical Skills:**

Financial Planning & Analysis (FP&A) • Budgeting & Forecasting • Financial & Operations Management • Data Analytics • Strategy Planning & Execution • Financial Modeling • Financial Statements • Real Estate Management • System Implementations • Staff Leadership • Training • Client-side Audit • Collaboration

Microsoft Power BI/DAX • MS Excel • PowerPoint • Salesforce • SQL • Tableau • Adaptive • Netsuite