Elevate 11 Consulting Financial Visibility Services

Designing repeatable and scalable solutions that put your data to work for you.

By creating financial visibility and developing repeatable processes for analyzing business information, you are empowering your entire team to seek opportunities for growth. My goal is to help you turn overwhelming amounts of data into curated, structured information that provides you and your team the visibility you need to make informed decisions for your company.

You can learn a tremendous amount from your historical data, and it can help you predict the future. I want to help you build the crystal ball.

The process outlined below is designed to create solutions for your business to set long-range budgets (i.e., annual) and then assess performance through frequent (i.e., monthly) forecasting activities. It allows you to leverage forward-looking information to impact each dollar you have made or haven't spent yet, and provides methods to measure your decisions and actions to capitalize on the things that are truly driving your business, and adjust things that are weighing you down.

Together, we will:

Assess your current tools, processes and data leveraged to make business decisions.

Align on and define the core metrics the business uses to drive decisions.

Determine the trusted sources of data to be leveraged across the organization.

Establish (and/or validate) a common language, making sure everyone understands the core concepts and uses the same terminology for data, business calculations, software capabilities, etc.

Strategically create reliable data visibility across the organization (tools, dashboards, etc.) to enable employees in all roles to make successful decisions.

Upskill teams in financial acumen through on-the-job opportunities to further their understanding of business metrics and how they influence decisions.

Empower employees with methods to measure the performance of their actions and decisions to illuminate

Develop storytelling skills using data that matters to create narratives to elevate your company's overall understanding of how to seek opportunities for growth.

About Stacy Maloney and Elevate 11 Consulting

Stacy is a retail management and business transformation veteran. She is passionate about empowering and elevating others in their financial acumen and in their ability to lead through changes surrounding businesses today. Through her diverse career, she has led teams and created unique employee experiences that span six generations, from Gen Z to the Greatest Generation.

Most recently, Stacy was the Vice President for both the Organizational Change Management and Learning and Development at ATG, a Cognizant company located in Missoula, MT.

As a visionary leader in business transformation, Stacy strives to enable executives to lead their teams through transformational change. Co-creating targeted, scaleable strategies to support unique business needs, she cultivates a collaborative growth mindset within all organizational environments.

As a **business leader** and **driver of financial goals,** Stacy has:

➔ Directed Gap Kids and Baby Gap Canada Buying Teams (12 managers and planners), **responsible for $125M in annual sales,** and surpassed financial plans in both 2014 and 15.
➔ Owned the top-down, sales budgets for the Banana Republic Europe online business and led the buying team that managed the **buying and site merchandising for European currency sites encompassing 20+ countries.** Exceeded sales budgets in 2012 and 2013.
➔ Led buying, marketing, and pricing decisions for Gap Canada's $50M Baby Division, and **exceeded 2011 financial goals despite 40% staff reduction after-reorganization.**
➔ Owned strategic IM processes and tool development, **established financial plans of $10M+, and secured inventory** to support sales plan for the launch of Old Navy Canada online launch in 2010.
➔ **Developed and executed inventory strategies for $80M Old Navy Baby online business and surpassed the 2009 GM plan by $2.5M** between 2007-2009.
➔ **Managed $2.3M Gap locations in Jackson, WY and exceeded all sales metrics for 2006.** Maintained 100% staff retention during a landlord-decision store closing. (2005-2007).
➔ **Owned the entire product lifecycle for national park gift shops,** including 200+ vendor negotiations, IM allocation, pricing, store merchandising, physical year-end inventory counts, and annual inventory audits for all shops and warehouses for the Grand Teton Lodge Company between 2001 and 2005.

Interested in learning more? Contact Elevate 11 Consulting to schedule a discovery call.