

Jason M. Najm

364 Meadow Drive West Seneca, New York 14224 | 716.771.4679 | 16jnajm@gmail.com

WORK EXPERIENCE

Lactalis

Financial Analyst – IT Team

Buffalo, NY

Jan 2023 – Oct 2024

- Managing IT budget of ~\$37 million under new shared service structure, \$23m OpEx and \$14m CapEx
- Took lead in creating a system for tracking POs for OpEx spend within the IT area for the new SAP S/4 HANA system
- Took lead in vendor onboarding management to ensure timely setup and communication between new vendors and the Lactalis master data and AP teams
- Involved in the build and socialization of Apptio, a cloud based application for IT planning, budgeting, and forecasting
- Track and report on actuals in comparison to budget on a monthly basis

PASSalert

Partner

Buffalo, NY

Jun 2020 – Present

- Became a partner at startup attempting bring a new line of fire safety products to market
- Wrote the business plan and feasibility study in order to clarify our current position and future opportunities
- Oversee production of a prototype and host demonstrations to find product solutions and understand market demands

Tops Friendly Markets

Staff Accountant

Williamsville, NY

Jan 2022 – Dec 2022

- Joined the Tops team during their merger with Price Chopper to create Northeast Grocery
- Assist the banking team with rural bank reconciliations and banking adjustments
- Assist the AR and AP teams with tracking gift card activations, redemptions, and organizational gift cards
- Track electronic funds transfers for 155 stores and gas stations and manually process transactions when necessary
- Manage the database for roughly 30,000 items included in our In Store Execution program and invoice as necessary

HSBC Bank USA

Graduate Development Program Intern

Depew, NY

Jul 2020 – Sep 2020

- Intern for the Digital Strategy team to maintain and communicate current projects
- Researched the potential competitors for HSBC in the wealth management app space

LEADERSHIP EXPERIENCE

Niagara Frontier Volleyball Club

Gold Level Coach

West Seneca, NY

Nov 2021 – Present

- Run practices with motivating coaching techniques and useful training tips
- Understand that each player's personality must be considered when attempting to engage and coach
- Travel regionally with the club to successfully lead teams

Saint Francis University Men's Volleyball Team

Player/Court Captain

Loretto, PA

Aug 2016 – May 2021

- Balance studies with an average of 20 hours of weekly practices and workouts
- Developed competitive nature and mindset to compete at the NCAA Division 1 level
- Learned to excel in high pressure situations

Society of Economic Analysis

Member

Loretto, PA

Aug 2019 – May 2021

- Competed in a national competition in which teams analyze economic and financial conditions and formulate a monetary policy recommendation
- Forecast of near-term economic and financial conditions relevant to the formulation of monetary policy
- Discussion of significant risks to the economy that should receive special attention in formulating monetary policy

EDUCATION

Saint Francis University | Shields School of Business

Bachelor of Science in Economics and Finance

GPA: 3.57 /4.00

Loretto, PA

May 2020

Saint Francis University | Shields School of Business

Master of Business Administration

GPA: 3.67 /4.00

Loretto, PA

May 2021

AWARDS, SKILLS, & VOLUNTEER EXPERIENCE

Awards: All-EIVA Academic Team, Dean's List, Provost's List

Skills and certifications: Proficient in Excel (LinkedIn Top 5%), Certified Six Sigma White Belt, SAP, Public Speaking, Customer Service, Data Management

Service: Boy Scouts, Special Olympics, Salvation Army