

Sally Kenna

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SUMMARY

I am a qualified Chartered Accountant skilled in financial and commercial analysis, with previous experience in audit and financial reporting having trained as an audit senior in EY Dublin. First class honours graduate of Business Studies and Spanish from Trinity College Dublin. I have an excellent attention to detail and am a fast learner.

EDUCATION PROFILE

- | | |
|-------------|---|
| 2017 – 2021 | Chartered Accountants Ireland, ACA
FAE 2020 Elective – Advanced Auditing and Assurance |
| 2013 – 2017 | Trinity College Dublin, Business Studies and Spanish
First Class Honours (1.1) |
| 2007 – 2013 | Alexandra College Dublin
Leaving Certificate: 580/625 points (99 th percentile)
Junior Certificate: 11 A grades (99 th percentile) |

EMPLOYMENT PROFILE & RELEVANT EXPERIENCE

February 2022 – Present: Senior Associate, Deloitte

Key Role Responsibilities:

- Experienced in voluntary and official liquidations as well as receiverships
- Managed weekly administration of a receivership, including overseeing the entire payment process (reviewing invoices, calculating weekly funding request, managing processing of payments)
- Responsible for managing investor mailboxes and responding to various queries in a timely manner
- Preparation of statutory documents pre commencement of voluntary liquidation
- General ledger investigation using Excel. Analysing data based on keywords and other items of interest. Preparing summary of results.

May 2021- January 2022: ION, Senior Commercial Analyst

Key Role Responsibilities:

Technical

- Preparation of customer pricing simulations and financial analysis
- Drafting and reviewing commercial proposals and contracts for customers
- Review and negotiation of software licensing agreements, service agreements and other legal documents
- Assisting with the management and analysis of a large volume of contracts with global corporate customers
- Analysis of contractual terms in respect of internal and external queries
- Assisting in due diligence work
- Use of analytical and modelling skills in Excel in day-to-day work

Non-Technical

- Regularly presenting detailed analysis and commercial status to senior management (3 weekly calls with CEO, CFO and other senior management)
- Assisting with the development of scalable commercial processes
- Assisting with the integration of newly acquired companies
- Applying critical thinking in my work to ensure deals are closed on favourable commercial and legal terms
- Ability to work under tight deadlines (1-2 days) and prioritise workload accordingly
- Dealing directly with customers and senior company management
- Training in and coaching of new hires

Noteworthy achievements in role

- Appointed as interim manager for a 2-week period (when in the role only 5 months)
- Prepared the commercial pack (pricing, commercial proposal and related executable documents) for a high-value implementation of ION software for a large US bank considered a huge win for the year
- Closed a Q3 deal (preparation of pricing simulation and commercial pack, various levels of reviews, drafted agreement and executables to close deal) with significant in-quarter revenue impact in a 2-day period pre quarter end

Key Client Experience

- Ford Motor Company
- Western Union
- Pepco
- General Motors
- ExxonMobil
- European Central Bank
- Shell
- Cargill, Inc.

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2017- April 2021: EY Dublin, Financial Services Assurance

September 2017- Present: Audit Trainee to Audit Senior, Wealth and Asset Management

Key Role Responsibilities:

Technical

- Performing analytical and substantive reviews on key financial statement line items
- Verifying the existence and valuation of investments, including performing complex reconciliation testing procedures

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- Performing valuation work using internal EY systems and software, including Bloomberg, to reprice and recalculate derivative and non-derivative investments
- Liaising with various other EY teams (tax team, team for valuation of complex derivatives, data analytics team) with regards to client-specific issues throughout the audit and communicating their required deliverables to the client, assuring efficient and timely communication and delivery of requirements always
- Data analysis and interpretation through the use of EY data analysis software as well as Excel
- Review of financial statement workings, checking consistency with the draft financial statements and tracing through any top-side journal entries to ensure the correct accounting treatment has been applied
- Identifying required adjustments for financial statements and liaising with the client in the processing and re-drafting of accounts to ensure they are in line with the relevant accounting frameworks/standards – for example, understanding the structure of the company/fund and ensuring correct disclosures and compliance
- Evaluating accounting policies and resolving accounting issues. Ensuring the financial statements reflect any legislative or changes/updates to the accounting standards (particular reference to ISA 570 Going Concern in the aftermath of C-19)
- Skilled in Excel (vlookups, pivot tables, various formulae), PowerPoint and Word through daily use
- Management of all aspects of the audit engagement (planning, field work and conclusion stages) requiring adept organisation skills
- Experience across a broad range of Asset Management Companies/Authorised Investments Funds (UCITS, AIF, ICAV, Private Equity, Section 110s and DACs)

Non-Technical

- Liaising with and reporting to the client, the representative boards and EY senior management on an on-going basis with respect to the related engagement – frequent calls and status updates, frequent one-on-one partner catch-ups
- Leading both external and internal meetings, presenting using PowerPoint on a regular basis
- Managing audit teams, motivating and coaching staff towards goal accomplishment, providing on-going formal and informal performance feedback
- Liaising with clients to ensure regulatory submissions to the Central Bank of Ireland are made in a timely and accurate manner
- Building strong working relationships with others, both inside and outside the firm through open communication and proactive issue resolution
- Resolution of audit issues through data analysis and interpretation and a keen attention to detail

Key Client Experience

- BlackRock – various UCITS, AIF, iShares funds
- BNY Mellon Funds – UCITS funds
- PrimeStone LLP Capital Funds – s110, ICAV and Master-Feeder structures
- Blackstone/GSO – AIF funds

SKILLS, ACHIEVMENTS & INTERESTS

- High level of Spanish (both spoken and written) through an Erasmus year spent studying and sitting examinations through Spanish in Salamanca, Spain for the academic year 2015/16
- Irish fluency through 5 consecutive summers spent working as a youth leader at Irish college summer camps, developing both my leadership and public speaking skills dealing with groups of 200+ students
- Trinity College Entrance Exhibition Award 2013 based on my Leaving Certificate results