Cory Smith MBA · 3rd

Head of Revenue Operations at OurFamilyWizard

New York, New York, United States · Contact info

500+ connections

Message More

OurFamilyWizard

University of Pennsylvania - The Wharton School

Experience

Head of Revenue Operations
OurFamilyWizard · Full-time
Apr 2021 – Present · 2 mos

Chief Financial Officer
Boaz Bikes · Full-time
Jan 2018 – Present · 3 yrs 5 mos
New York City Metropolitan Area

- Helped raise over $1M in seed funding
- Owned modeling of all go-to-market opportunities, including new markets and product offerings
- Helped develop a scalable expansion strategy ...see more

Vice President of Revenue Operations and Finance
Northspyre · Full-time
Aug 2020 – Mar 2021 · 8 mos
Brooklyn, New York, United States

Align operational strategies with financial goals
- Helped drive 37% ARR growth over a 4-month period
- Developed growth initiatives that also minimized cash burn by reallocating spend from non-performing areas without disrupting operations ...see more

Head of Strategic Finance
Redline Startup Advisory · Full-time
Apr 2017 – Apr 2019 · 2 yrs 1 mo
Greater New York City Area

Large Media Company:
- Responsible for forecasting, budgeting, and analyzing P&L variances (e.g. Budget vs. Actual, Budget vs. Outlook)
- Owned cash flow modeling and 3-5 year strategic financial model ...see more

Director of Financial Planning Analysis
Geller & Company
Oct 2015 – Apr 2017 · 1 yr 7 mos
New York, NY

• Responsible for consolidation and analysis of Budget, Quarterly Outlooks, and 5 year plan forecasts for all Bloomberg businesses; Developed independent models to analyze growth rates and projections for reasonableness and underlying drivers of performance; Work with Core Terminal, Media, Trading Solutions, Verticals, and other Bloomberg businesses to provic ...see more

Show 2 more experiences

Education

University of Pennsylvania - The Wharton School
Master of Business Administration (MBA), Finance, General

University of North Carolina at Chapel Hill

Skills & endorsements

Financial Analysis · 11

Endorsed by Ken Ayub, CFA, CC, who is highly skilled at this

Endorsed by 2 of Cory's colleagues at Northspyre

Financial Modeling · 8

Endorsed by **2 of Cory's colleagues at Northspyre**

Valuation · 5

Zoe Pierce and 4 connections have given endorsements for this skill

Show more

Recommendations

Received (0) | Given (1)

Zoe Pierce
Sr. Customer Success Manager at Apprentice.io
October 7, 2020, Cory worked with Zoe in different groups

Zoe is an amazing leader who knows how to leverage customer engagement and technology to optimize revenue retention and growth strategies. She has an uncanny ability to stay calm in very stressful situations while maintaining her focus on performance and short/long-term goals. It would be an honor to ha... See more

Interests

Sony Music Entertainment
681,854 followers

Hays
4,783,923 followers

Scott Belsky
Executive, Author, Investor, & Product Obsessive
145,565 followers

Ralph Lauren
739,665 followers

American Express
1,382,896 followers

Cushman & Wakefield
737,859 followers

See all