

Sarah Hillsman

Current Location: Houston, TX

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Summary:

- Account Manager and Senior Business Analyst, having 15+ years of experience in Finance, Accounting, Invoicing/Billing, Oracle Application Implementation, Oracle Financials etc.
- Work experience in the following areas of Volume Management, Confirmation Analysis, Pipeline Controller, Scheduling, Gas Settlement, Contracts, General/Financial Accounting, Auditing, Production Revenue Accounting (Upstream), Joint Interest Billing, Joint Venture Accounting, Gas Pipeline Accounting Downstream, Crude Oil Accounting, Settlements, Marketing, Trading, Risk, I/T Support and Contracts Administration.
- Thorough understanding of applications, environments, and relevant tools/technology
- Ability to identify and evaluate several alternative solutions
- Able to assist the team, to arrive at the best functional requirements need for implementations or system upgrades
- Liaison between Implementation Teams and Upper Management to Resolve any Issues or Concerns
- Experience in pre-sales / sales / customer-facing pre-sales role preferred. The incumbent must be able to engage with customers to gain their trust and confidence in architecting the solution approach and delivery model.
- Account Management - experience in pre-sales and sales / customer-facing pre-sales role preferred Negotiated and Renegotiated Contracts, Resolve any Issues or Concerns from client perspective.
- Strong oral and written communication skills
- Strong analytical skills

Skills:

- Upstream Energy/ Production Revenue Accounting (PRA) /Royalty Accounting – 15 plus years
- Downstream Energy /Marketing Pipeline Accounting - 10 years
- Joint Venture Accounting – 15 plus years
- Joint Interest Billing (JIB) – 15 plus years.
- A/P - 15 years.
- A/R - 15 years.
- Settlements – 15 years
- Field Data Gathering - 10 years.
- Allocations and Settlements - 10 years.
- Regulatory Reporting - 2 years.
- Division Order Analysis - 1 year.
- Revenue Distribution – 15 plus years.
- Regulatory Requirements - 10 years.
- Oil and Gas Trader - 4 years
- Oil and Gas Scheduler - 2 years
- Contracts Administration - 2 years
- Understanding Accounting Principles – 15 plus years
- Oracle Application Implementation Methodology 6 years.
- Endur – 1 year.
- Excalibur – 1 year
- SAP/PRA-Royalty, Implementation from accounting perspective - 13 years
- Implementation of EC (Energy Components) for Revenue/Sales and EC Pipeline modules.
- Upgrade of Starvol to EC (Energy Components) and EC Revenue/Sales.
- Consulting/Business Analyst I/T Experience – 10 years.

Experience:

IBM

7/2020 -present

Senior Business/Account Mgr - SAP PRA JVA JIB

Managing Consulting team in their core area of SAP Oil and Gas upstream implementation team on SAP PRA- SAP JVA, JIB by providing specific functional and solution knowledge transfer, instructions and assistance, analyzing business requirements objectives for solution enhancements from a functional perspective. I worked directly with business to understand the business environment and all their needs from a Gas and Oil Accounting perspective. Analyze current business process and scenarios and recommended solutions.

- Strong oral and written communication skills
- Thorough understanding of applications, environments, and relevant tools/technology
- Strong analytical skills
- Ability to identify and evaluate several alternative solutions
- **Able to assist the team, to arrive at the best functional requirements need for implementations or system upgrades**
- Work strongly with **Implementation Teams and Upper Management to Resolve any Issues or Concerns**

Understand the client business and develop innovative solutions and sound recommendations to meet the client need. Work closely with project delivery and proposal teams with clear communication as to the client requirements and differentiation strategy. Account Manager Negotiate and Renegotiate deals with client and potential clients.

CGI, Houston, TX

1/2020 – 6/2020

Sr. Business Analyst/Consultant- Specialist /Supervisor

- Consulting in their core area of Oracle Oil and Gas upstream implementation team on Oracle JVA, Oracle JIB, Oracle Financials by providing specific functional and solution knowledge transfer,
- instructions and assistance, analyzing business requirements objectives for solution enhancements from a functional perspective. I worked directly with business to understand the business environment and all their needs from a Gas and Oil Accounting perspective. Analyze current business process and scenarios and recommended solutions.
- Understand the clients' business and develop innovative solutions and sound recommendations to meet their clients' needs. Coordinate project delivery and proposal teams with clear and succinct communication as to the client requirements and differentiation strategy.
- Develop and maintain strong relationships with local clients in providing professional consulting services.
- Account Management - experience in pre-sales and sales / customer-facing pre-sales role preferred, Negotiated and Renegotiated Contracts, Resolve any Issues or Concerns from client perspective.
- The ability to work well in web-based Scrum environment, interacting with both business development and operations teams, as well as maintaining close communications with the client in order to represent the client's needs effectively.

IBM - TX

1/2015 - 12/2019

Sr. Business Analyst/Consultant- Specialist /Account Manager

- Consulting in their core area of SAP PRA/Royalty upstream on implementation team. Also worked strongly with SAP JVA, SAP JIB by providing specific functional and solution knowledge transfer, instructions and assistance, analyzing business requirements objectives for solution enhancements from a functional perspective.
- Worked directly with business to understand the business environment and all their needs from a Gas and Oil Accounting perspective. Analyze current business process and scenarios and recommended solutions.

- Understand the clients' business and develop innovative solutions and sound recommendations to meet their clients' needs.
- Coordinated project delivery and proposal teams with clear and succinct communication as to the client requirements and differentiation strategy.
- Developed and maintained strong relationships with local clients in providing engineering and professional consulting services.
- Interacted with both business development and operations teams, as well as maintained close communications with the client in order to represent the client's needs effectively.

Accenture

2012– 2014

Sr. Specialist - Sr. Business Analyst

- Responsibilities include leading the gathering of functional requirements for SAP PRA/Royalty on implementation team.
- Also worked strongly with SAP JVA, SAP JIB, I worked directly with business to understand the business environment and all their needs from an Accounting perspective. Analyze current business process and scenarios and recommend solutions.
- Wrote and assisted with writing functional documentation to identified relevant designs for SAP/PRA projects, as well as training material, process and specification issues also mentor/assist lower level Business Analysts in documenting and translating business requirements.
- Supported team, analyze system problems, work with users to provide workarounds, and work with developers on solutions that will meet user requirements, write test cases, testing...etc.
- Gathered user requirements for system modifications and develop specifications for developers that meet these requirements

(BP, ExxonMobil, Tenneco) Multiple Contracts Sr. Business Analyst

2008 - 2012

- Responsibilities include supporting in-house developed suite of applications (TietoEnator vendor application EC-Energy Components and Revenue/Sales Module. Assist with configuration for upgrading Starvol to EC (Energy Components) and Revenue/Sales Module for ExxonMobil North America business groups.
- Also worked as part of the Implementation team for Golden Pass Pipeline for EC Pipeline, EC Revenue/Sales modules.
- Participated in helping Golden Pass Pipeline business groups and developers identify and develop correct system requirements to meet Golden Pass Pipeline business needs for Implementation of EC Pipeline and EC Revenue/Sales modules.
- Supported team, analyze system problems, work with users to provide workarounds, and work with developers on solutions that will meet user requirements.
- Gathered user requirements for system modifications and develop specifications for developers that meet these requirements. Test software releases and train users.
- Other responsibilities include EC Revenue/Sales system security/access roles.

OpenLink

2007 - 2008

Sr Business Consultant/Business Analyst-Lead

- As a business consultant, assisted our energy clients in the development and documentation of business requirements, implementation, configuration, and training of client staff in the production revenue accounting Endur, our flagship straight-through-processing Energy software.
- Served as a subject matter expert in business matters related to revenue accounting and back-office settlement processing, scheduling, trading providing expertise to our clients in structuring internal processes and the proper use of Endur (Energy) for invoicing, transaction confirmations, legacy application interfaces, and ledger entries to support.
- Also interfaced and set up front g motion and c motion.

P2 Energy Solutions
Senior Consultant/Business Analyst

2005 - 2007

- Senior Revenue Consultant - Oracle Financials (Revenue) working on the Noble implementation and other companies where Oracle financials –AR integrated with EU applications...also help implement BOLO accounting system

IBM

2004 - 2005

Senior Production Revenue Accountant /Business Analyst

- Booked revenue from oil and gas leases operated and non-operated properties. Generates complex invoices and mail to customers monthly. Runs daily control reports from SAP to monitor customer payment status.
- Followed up with past due customers to ensure payment from previous production months. Identifies invoice discrepancies or customer default to resolve volume or payment discrepancies and refers matter to Team Leader or Trader as necessary. Documents collection actions in SAP. Requests vendor invoice payment and pays invoices upon approval of Manager. Examines discrepancies between invoices recorded and payments received.
- Worked closely with production, land and field groups.
- Also interfaced with Volume Management, Transportation Services, and Marketing to resolve discrepancies. Corrects records or sends supporting documentation to customers as needed. Ensures proper receipt/disbursement of payments. Responds to customer inquiries regarding purchase/sales deals. Interfaces with
- Senior Business Analyst as needed to resolve customer inquiries. Researches discrepancies between multiple control report data for sales and purchase deals and corrects data as necessary. Performed settlement activities.
- Confirm all trades for gas, oil, energy commodity trades . Review all trade confirms and solve any discrepancies along with researching and resolving any open items with traders and accountants to resolve past due confirmations.
- Provides invoice/contract data and supporting documentation as necessary in response to internal/external audits and litigation. Forecasts outgoing and incoming cash.

El Paso Oil & Gas Co.

2003 - 2004

Senior Revenue Accountant/ Volume/ Settlements Specialist/Specialist Front Office

Skills:

- Working knowledge of FERC Gas Tariffs and the following pipelines: Texas-Gas, Southern, Proficient in Windows, Internet Explorer, Lotus and Excel, Access, Outlook, Word, Artesia, Premas and 20/20
- Microsoft applications and in house systems PeopleSoft, GMAS, BOLO, PGAS, ENDUR, Starvol, EC (Energy Components), SAP FICO, SAP JVA, SAP JIB, SAP/PRA, Oracle, Test Director, MS Project, MIPs, TOW.

Education:

- Prairie View A & M University,
- Masters of Business Administration – Finance
- Bachelor of Business Administration - Accounting and Marketing