

Application Form

Profile

As an applicant/member of a Council appointed Board or Commission, your name, address, and phone number will be available to the press and public. Public discussion of information contained herein may occur in the meeting at which appointments are considered by the City Council.

Hampton Resident (Section 2-2 of the City Code requires appointees to city boards, commissions and committees to be a Hampton resident except for multijurisdictional or regional bodies)

Yes No

Number of Years a Hampton Resident

20

United States Citizen

Yes No

Prefix	Darian	Middle Initial	Harris	Suffix
	First Name		Last Name	

Please provide Maiden/Previous Names, if applicable.

3 Janice Ct	Suite or Apt
Street Address	

Hampton	VA	23666
City	State	Postal Code

darianharris.mba@gmail.com
Email Address

Mobile: (757) 528-7142	Alternate Phone
Primary Phone	

Alternate Phone #2

Education & Experience

Ferguson	Finance Business Partner
Employer	Occupation

[Darian_Harris_Resume_BOD.docx](#)
Upload a Resume

Education

Master's Degree

Please share any of your interests and/or experience which you would like us to consider.

6/13/23 Darian A. Harris 3 Janice Ct. Hampton, VA 23666 757-528-7142 Dear Sir or Madam, I would like to offer my resume for the Board of Director position with the Hampton Clean City Commission. As reflected on my resume, my previous positions have required similar skills and abilities that you are presently seeking. I am an experienced Finance professional with a passion for giving back to my community. My philanthropic interests include financial literacy, youth development, and revitalization of communities. As part of my commitment to community, I've served on boards and have volunteered in my local community. I've served as the Treasurer at Journey Church, where I was able to help lead the strategic direction of the church, oversee the financials, and establish policies and procedures. While a member of the board, I established financial controls that limited the church's fraud and audit risk, while also streamlining approval processes. My resume is enclosed to provide additional details regarding my background, goals, and achievements. I am certain that I can be an integral, contributing board member of the Hampton Clean City Commission and I would love to utilize my expertise to help the organization achieve its goals. Thank you for your consideration. Sincerely, Darian A. Harris

Please share your volunteer experience and/or special skills.

William & Mary, Newport News, VA, (August 2020 – May 2021) MBA Student Ambassador • Selected to host prospective MBA students Newport News Parks & Recreation, Newport News, VA, (May 2018 – August 2018) Head Basketball Coach • Taught youth the fundamentals of basketball, while teaching them the importance of education Liberty Live Church, Hampton, VA, (Nov 2022 – Jan 2023) Assistant Basketball Coach • Taught youth the fundamentals of basketball and led the Devotional at practices Love Oddly, Hampton, VA, (Mar 2022 – Present) Founder & Volunteer • Leads organization that focuses on beautification and revitalization of communities within Hampton Roads George P. Phenix School, Hampton, VA, (Apr 2023 – Apr 2023) Career Fair Presenter • Motivated youth to explore a career in Finance

Please identify any former board service, if applicable.

Journey Church, Newport News, VA, (August 2020 – November 2022) Board Member – Treasurer • Assisted with establishing the strategic plan for the church and provided strategic recommendations to the Pastor • Established financial policies and controls to maintain compliance with audit requirements • Provided approval for major purchases and donations • Reviewed financial reports and bank accounts on monthly basis

References

Reference 1 - Name and Contact Number

Timothy Davidson: 757-784-1128

Reference 2 - Name and Contact Number

Fred Corbin: 757-848-3857

Reference 3 - Name and Contact Number

Curtis Bethany: 757-316-6764

Board service requires a commitment of your time in preparing for and attending meetings and we thank you for your interest in serving Hampton. We ask that you seriously consider this time commitment. If appointed, will you be able to attend meetings regularly and devote the time necessary to fulfill your duties as a member?

Yes No

City Office Contact Information

Should you have any questions, please contact Joy Mautz at (757) 727-6315 or by email at jmautz@hampton.gov in the Hampton City Council Office.

Demographics

One of Hampton's strengths is the diversity of our citizenry. It is City Council's intention to reflect that diversity in the composition of our Boards, Commissions and Committees. For this reason, we request certain demographic information from applicants.

Age (Born between the years) *

33 - 18 (Born between 1983 - 1998)

Ethnicity *

African American

Gender *

Male

Which Boards would you like to apply for?

Hampton Clean City Commission: Submitted

Darian A. Harris

darianharris.mba@gmail.com • 3 Janice Ct. Hampton, VA 23666 • 757-528-7142

Education

Bachelor of Science, Business Administration, May 2012, Old Dominion University, Norfolk, VA
Major: Finance Minor: Accounting

Master of Business Administration (MBA), August 2021, College of William & Mary, Williamsburg, VA
Concentration: Business Analytics

Continued Education

Project Management Training, 2017

Skills and Expertise

- 12 years of budget management, financial analysis, performance management, and developing strategic plans
- Budget Preparation and Analysis
- Financial Data Analysis and Reporting in government and corporate environments
- Contract Management
- Expert user of CostPoint, Cognos, Hyperion/Essbase, and Power BI systems and adept in providing analysis on delivered ad hoc reporting and developing reports and dashboards
- Familiarity with statistical modeling in R, SQL language, VBA language, DAX language, and creating visualizations in Tableau

Professional Experience

Ferguson Enterprises, Newport News, VA, (March 2018 - Present)

Finance Business Partner (May 2021-Present)

- Provides strategic finance leadership and recommendations for a District totaling \$1B+ in annual revenue
- Advises District leadership on CAPEX feasibility, prioritization, and timelines
- Partners with District leadership to drive P&L and balance sheet performance to include sales and margin improvement, working capital discipline, labor productivity, and expense efficiency
- Oversees District's complex finance and accounting processes and problem resolution
- Maintains understanding of business operations and external industry trends to better analyze financial data and provide strategic recommendations
- Responsible for maintaining a deep understanding of financial reporting system capability to best utilize available data and develop best practices for analyzing financial data
- Leads the budgeting and forecasting process for the District and is responsible for the accuracy of the budget and forecast totaling \$1B+ in annual sales
- Serves as advisor for other Finance Business Partners and Finance Analysts to better partner with District leadership to gain financial compliance and increase efficiency in reporting and forecasting

Finance Analyst (March 2018-May 2021)

- Assisted with the development of strategic plans for several regional markets and our national Residential-Trade and Commercial business segments
- Partnered with multiple regional and district business leadership teams to provide recommendations to improve P&L, variance to budget and forecast analysis, and acted as a liaison between Headquarters and the Field
- Analyzed data to uncover insights that improved sales performance, margins, labor productivity, and expense efficiency
- Drove multiple District leadership teams to make data driven decisions by providing actionable data and insights

References available upon request

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- Led multiple business units to streamline processes to decrease delivery time of accurate financial data
- Closely worked with IT and Decision Support to create standardized reporting tools
- Provided executive level presentations, reporting packages, and commentary on monthly basis
- Trained Finance Analysts to provide in-depth data analysis and strategic recommendations
- Regularly monitored industry trends that could potentially impact business operations and incorporated any potential impacts in my analysis and recommendations
- Prepared the \$40M+ annual operating expense budget and monthly forecast
- Reviewed budget and forecast on monthly basis for accuracy totaling \$10B+
- Submitted and reviewed the annual budget totaling \$10B+ in annual revenue; led Finance team during budget submissions
- Reviewed profitability of branch locations to provide opening and closure recommendations
- Evaluated the profitability of new initiatives, joint ventures, and CAPEX projects

AECOM (URS), Norfolk, VA, (June 2011 – March 2018)

Sr. Financial Budget Analyst (January 2016-March 2018)

- Provided oversight to junior-level Financial Budget Analyst to provide quality assurance for delegated tasking
- Reviewed and analyzed current processes; provided solutions and implemented process improvements to increase efficiency
- Maintained working knowledge of company policies and procedures to support business operations
- Provided training and best practices to fellow colleagues

Financial Budget Analyst (May 2012-January 2016)

- Prepared the monthly and annual forecast for five contracts based upon contract historical trends and all known variables totaling \$23M in annual revenue
- Delivered weekly financial budget reports to four Program Managers for five contracts totaling \$23M in annual revenue in order to communicate budget and expenditure recommendations
- Performed financial data analysis and provided recommendations to improve Days Sales Outstanding, unbilled, EBIT, and cash collections for five contracts totaling \$23M in annual revenue
- Identified contract issues and facilitated the solution process based upon findings
- Effectively utilized CostPoint and Cognos to obtain financial data useful to providing financial budget reports, monthly government reports, as well as, unbilled, forecast, revenue, and EBIT analysis
- Analyzed the effect indirect rate changes had on contract budgets and presented findings to four Program Managers and the Business Operations Director
- Reviewed EAC's/ETC's on a monthly basis and provided recommendations to the Program Manager based upon analysis

Contracts/Finance Intern (June 2011 - May 2012)

- Assisted with the preparation of the Norfolk site budget for fiscal year 2012
- Tracked a Time & Material contract and provided budget recommendations: provided Monthly Status Reports delivered to the government customer in order to report costs and hours per contract requirements
- Developed automated library of invoices to ensure compliance with Federal regulations
- Quickly mastered and utilized the CostPoint system to obtain reports needed for contract management
- Prepared monthly excise tax report for a key SPAWAR contract
- Prepared labor costs report in support of the SPAWAR quarterly status report

Volunteer Experience

Journey Church, Newport News, VA, (August 2020 – November 2022)

Board Member – Treasurer

- Assisted with establishing the strategic plan for the church and provided strategic recommendations to the Pastor
- Established financial policies and controls to maintain compliance with audit requirements

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- Provided approval for major purchases and donations
- Reviewed financial reports and bank accounts on monthly basis

William & Mary, Newport News, VA, (August 2020 – May 2021)

MBA Student Ambassador

- Selected to host prospective MBA students

Newport News Parks & Recreation, Newport News, VA, (May 2018 – August 2018)

Head Basketball Coach

- Taught youth the fundamentals of basketball, while teaching them the importance of education

Liberty Live Church, Hampton, VA, (Nov 2022 – Jan 2023)

Assistant Basketball Coach

- Taught youth the fundamentals of basketball and led the Devotional at practices

Love Oddly, Hampton, VA, (Mar 2022 – Present)

Founder & Volunteer

- Leads organization that focuses on beautification and revitalization of communities within Hampton Roads

George P. Phenix School, Hampton, VA, (Apr 2023 – Apr 2023)

Career Fair Presenter

- Motivated youth to explore a career in Finance

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