

BOBBY GRAY

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SUMMARY

Strategic finance leader with 9+ years driving planning, forecasting, and cost optimization at Fortune 20 scale. Currently embedded finance lead for two enterprise technology portfolios at The Home Depot, owning \$20M+ in annual spend at Finance Manager scope. Rare finance-plus-technical profile: builds his own models, pipelines, and automated tooling.

CORE SKILLS

Finance & Strategy: Financial Modeling, Budget Forecasting, Variance Analysis, P&L Ownership, Vendor & Contract Strategy, Workforce Planning, Long-Range Planning, Audit & Compliance

Technical: SQL, Python, Tableau, Power BI, Google Apps Script, Excel (advanced), Workday, Clarity, Jira, GitHub, Salesforce

PROFESSIONAL EXPERIENCE

The Home Depot — New York, NY

January 2024 – Present

Project Leader, Technology Finance & Strategy (Finance Manager scope)

- Embedded finance lead ("portfolio CFO") for two enterprise discipline portfolios, Enterprise User Experience and Enterprise Product Management, owning workforce planning, vendor strategy, and operating cadence for \$20M+ in annual spend (\$15.6M labor; \$5M non-labor including Figma, Pendo, and Valiantys agreements, T&E, and telecom) across centralized teams matrixing practitioners org-wide.
- Previously managed the \$68.3M Executive & Admin technology budget; selected to transition it and lead development of the organization's first non-labor data pipeline and enterprise TCO dashboard.
- Co-built the organization's first non-labor data pipeline (BigQuery, Dataform; 80K monthly SAP rows, 20 sources): led unique-identifier framework design, authored hundreds of allocation rules, and directed pressure-testing across 31K+ lines, achieving 100% actuals mapping and cutting monthly close by 1–2 days (20+ hours saved).
- Drove \$10M+ in cost avoidance through contract modeling and data-backed negotiation strategy on global wage trends.
- Built and deployed a multi-user labor forecasting web app in Google Apps Script adopted by 9 Finance Managers, replacing error-prone Excel models with a single audit-logged source of truth unifying Delivery Manager baselines and FM inputs, eliminating version-control bottlenecks in monthly close (live demo: bobbygray.io).
- Engineered the executive reporting layer (dynamic portfolio rollups, MoM variance heatmaps, 4-4-5 hybrid run-rate calculations, and SOW commitment tracking), giving leadership real-time visibility into headcount vs. contractor trade-offs across org-wide technology labor spend.
- Established monthly operating reviews and decision frameworks with Engineering and Finance leadership to prioritize resourcing, manage vendor performance, and track delivery against cost and capacity targets.
- Sole designer and builder of the enterprise Technology TCO dashboard (Tableau) tracking \$1.5B+ in annual spend across 12+ portfolios and 4,600+ headcount, delivering real-time plan vs. actual vs. forecast visibility and scenario modeling for senior leadership.

The Home Depot — Atlanta, GA

September 2021 – January 2024

Senior Financial Analyst, Assurance & Advisory (Internal Audit – Finance)

- Led quarterly financial and operational audits across finance, merchandising, IT, and supply chain at Fortune 20 scale, earning an Executive Award for risk analysis that reduced company-wide exposure.
- Directed audit of pricing strategy and performance metrics, driving \$10M+ in operating cost reductions and establishing success-monitoring frameworks for sustained impact.

The Home Depot — Atlanta, GA

September 2019 – September 2021

Merchandise Planner, Millwork – Interior & Patio Doors

- Managed \$850M+ in annual revenue with 2% forecast variance while supporting 2,000+ store leaders on execution against national objectives.
- Designed and launched a clustering assortment strategy adopted across all U.S. stores, improving category performance by 15%+.

Aldi — Atlanta, GA

January 2017 – July 2019

District Operations Manager

- Directed six high-volume grocery stores generating \$10M+ in monthly revenue, with full P&L ownership, workforce planning, and leadership of 60+ employees.

EDUCATION

The University of Georgia — B.B.A., Management, Concentration in Supply Chain Management

December 2016