

# GARRETT FAULKES

Cloud FinOps Program Manager

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## CERTIFICATIONS & AWARDS

Cost Savings Excellence Award, WellSky, January 2024

Azure Data Fundamentals, Microsoft, March 2025

GCP ACE, Google, October 2023

Network+, CompTIA, October 2023

## PROFESSIONAL EXPERIENCE

WellSky, Remote — *Cloud FinOps Program Manager*

April 2022 - Present

- Own and lead monthly financial reporting presentations for Directors and SVPs across 15 Business Units, covering spend, budgets, forecasts, and optimization opportunities in cloud hosting.
- Delivered \$3.6M in annualized savings, with an additional \$2M+ identified in Production and Development environments.
- Built and managed \$28M multi-cloud hosting budget and \$20M+ vendor budgets, forecasting spend 15 months in advance.
- Designed dashboards and reporting tools in Ternary for multi-cloud cost tracking, improving accuracy in allocations and variance analysis.
- Created a new financial reporting process to monitor annual costs, forecasts, and budget deltas, enabling proactive management of spend.
- Acted as primary consultant for all cloud financial planning, aligning finance, hosting, and security stakeholders on budgets and strategic initiatives.
- Negotiated vendor contracts to support scalable and compliant cloud networking solutions.

Unishippers Los Angeles, Los Angeles — *Finance Manager*

April 2016 - January 2020

- Directed financial planning and analysis, including P&L reporting, forecasting, and debt management.
- Reduced \$360K in debt under aggressive timelines through disciplined budgeting and financial oversight.
- Improved cash flow by instituting stricter NET 15 payment schedules.
- Modernized payment systems, reducing fees and saving \$30K+ annually.

- Produced quarterly reporting to track growth and inform operational decisions, ensuring franchise compliance.
- Managed financial disputes and contracts, building strong relationships with 500+ customers.

## **EDUCATION**

**University of San Diego, San Diego**

*Bachelor of Arts in Business Administration, Minor in Accounting*

## **SKILLS**

- **Cloud Architecture: Google Cloud Platform (GCP), Amazon Web Services (AWS), Azure (Microsoft)**
- **Financial Modeling & Forecasting**
- **Budgeting & Cost Optimization**
- **Strategic Financial Planning**
- **Executive-Level Presentations**
- **Vendor & Contract Negotiations**
- **Cross-Functional Collaboration**