

Preston M. Lyon

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EXPERIENCE

Amazon.com: Amazon Web Services (Seattle, Washington)

Feb 2016 to May 2020

Senior Financial Analyst for AWS Finance

- Partnered with development teams to build financial systems and tools for the AWS finance organization, such as a unit costing tool or new product allocations.
- Delivered an overhaul of AWS's traditional cost accounting model for 190+ services and designed an activity-based costing model for future development.
- Helped senior leadership evaluate business IT investments to solve critical costing needs.
- Provided strategic analysis to AWS leadership for a variety of cost allocation logic scenarios, such as demand shaping for internal cost incentives or inter-company segment assignment.
- Trained the broader service finance organization to use the new cost accounting model.

Financial Analyst II for AWS S3 Finance: Private Deals

- Supported S3's Private Deal Desk by modeling product net margins, providing analytics, and supporting analysis for Private & Strategic Deals.
- Developed a new intake process to accelerate S3's turnaround time and ownership for private deal modeling. New process leveraged an intake template with sales to streamline inputs & assumptions into S3's private deal model; resulting in improved SLAs and analytics.
- Created a deal support database that stored all S3's private quoted deal metrics for comparable analysis and reporting by measuring ASPs, net margins, and workload heuristics.

Financial Analyst I for AWS S3 Finance: Cost & Capacity

- Managed S3's Capital budget by performing full year capital forecasts as part of Amazon's OP process, weekly capital budget forecasting, forecast variance bridging, and maintaining marginal & average unit costs models.
- Created S3's first capacity dashboard to track utilization and cost categories against plan.
- Worked with business partners to develop NPV rack retirement logic, statistical capacity forecasting, fleet budgeting, product and pricing launches, investment analysis, and internal cost allocations.
- Worked with business leadership to reorganize S3's operational structure to align on activity-based drivers.

Financial Analyst Co/op for AWS Product Finance (6-month program) January 2015 to Jun 2015

- Assisted in driving financial strategy for AWS's cloud storage product portfolio (S3 and Glacier) by focusing on creating and managing weekly/daily usage analytics reports in excel for large internal, public, and enterprise customers.
- Supported an IBM Cognos TM1 implementation for all of AWS's storage products by providing the underlying SQL queries and performing data validation for the enterprise software system.
- Maintained excel models and SQL queries for product metrics such as revenue, internal and external usage, marginal cost, hardware vintage mix, bandwidth, data transfers, and deletions.
- Built a capacity planning model that forecasted long term archival data usage using an organic growth forecast to determine the optimal effective hardware capex purchases globally.

EDUCATION

University of Washington, Master of Science in Real Estate

Anticipated: Spring 2022

Dual Major: Real Estate Investment & Development

The College of William and Mary, Bachelor of Science in Business Administration

Dec 2015

Major: Finance w/ Accounting Concentration

Additional Skills: Excel, Word, Outlook, PowerPoint, VBA, SQL, ARGUS, ERP Systems