

THERESA L. HARM

TLHARM@WIDENER.EDU

OBJECTIVE

Continue my research of Credit Risk Transfer Bonds issued by Fannie Mae and Freddie Mac.

EXPERIENCE

Widener University: Adjunct Professor in the Accounting and Finance Department

- Accounting Information Systems - The undergraduate course introduces the student to accounting processes using SAP and QuickBooks. The course uses several case studies allowing students to execute a monthly close cycle, Revenue and Expense cycles in SAP and QuickBooks. Utilize SAP software via UCC SAP instances. The course also covers the use of Excel to create business modeling scenarios, IF statements, VLOOKUP, Pivot tables, Regression, Solver, and Scenario Manager are some topics covered. The course is primarily offered in person and has been adapted to be taught online.
- Fraud – This undergraduate course introduces students to the various accounting processes used to prevent and detect fraud. Case studies are used to analyze the breakdowns in processes, determine and discuss the preventative and detective controls. Students complete an end-of-semester project researching some of the major financial frauds, identifying the breakdowns and potential opportunities for identification of the fraud.
- Managerial Accounting – This undergraduate course introduces students to management accounting processes and the differences between financial/managerial accounting. The course covers the Cost of Goods Sold Process, pricing a product, depreciation methods, Costing, depreciation methods, cost/benefit analysis, and budgeting.
- Introduction to Management – This undergraduate course is required for all incoming business majors and introduces students to business. The course uses a business simulation, where students collaborate in teams to run a coffee shop. The simulation is executed over 12 weeks, and students make decisions on business setup, staffing, marketing, and pricing. Business decisions regarding motivation, handling customer complaints, and employee issues are introduced over the course of the simulation. The course also covers various topics to develop a business career i.e. Networking, time management, motivation, professional writing, and oral presentation skills.
- Accounting Information Systems – Graduate level in the MBA curriculum. The program offers 2 graduate-level accounting courses where students are introduced to profitability and reporting processes in the SAP system. Hands-on learning where students set up business profitability hierarchies, create allocation routines and produce profit center reporting. The course was offered as a Hybrid online and in-person.
- Accounting and Decision Making – Graduate level course in the MBA program. Co-created the course to provide students an opportunity to use various accounting information to make business decisions. The course covers basic accounting information that is publicly available in the business decision process, students complete various case studies. The course is offered as a Hybrid, online and in-person.

THERESA L. HARM

Professional Experience:

1998– Dec 2021 Farmers Insurance (21st Century Insurance), Wilmington, DE

Head of Finance and Operations

Responsibilities:

- Position reported to the President of the Direct Personal Auto Division of Farmers Insurance – 21st Century Insurance.
- Projects have included the integration and consolidation of finance functions within the Direct Personal Auto Division with the corporate functions of Farmers.
- Responsibilities have included analysis and recommendations for business unit strategies based on industry trends, competitive threats, internal business performance, and business process improvements.
- Position had full P/L responsibilities, planning, forecasting and actual reporting.
- Lead budgeting and reporting processes including the development of financial targets, key metrics, multi-year financial projections, and the alignment of financial and operating goals.
- Developed and implemented financial forecasting models to predict operating results and coordinate the forecasting process across the Direct Personal Auto Division. Implementation of BPC planning and forecasting tools to automate metric reporting, monthly financial analysis, and the creation of business models and forecasts.
- Lead the annual operating plan development and budgeting process.
- Participate in the implementation and measurement of strategic plans throughout the division.
- Collaborate with colleagues across various functional areas of the business to analyze opportunities and risks and develop productive action plans.
- Established strong relationships with the company Sr. Leadership team, provided expert decision support, and anticipated key issues and informational needs.

Prior Responsibilities:

- Responsible for Treasury Operations, Budget/Planning, SAP Finance Development and Support, and \$4 billion-dollar Premium Accounting Operation.
- Responsible for Budget/Planning/Forecasting Direct Personal Lines Division, with \$5b in revenue. Responsible for all Management reporting, Divisional presentations to AM Best, S&P, Office of Thrift Supervisor, and preparation of annual budget package presentation to the corporate office.
- Led SAP projects involving strategy, implementation support, and SAP optimization related to Information Technology (IT) operations, business processes, security, and data integrity for the SAP applications.
- Led SAP financial process improvement projects for the division.
- Led the day-to-day activities of the Personal Lines SAP instance, process design, project reviews, reporting enhancements, security, and overall business process controls.
- Supervise and coach performance management for staff working on assigned teams.
- Key member of the Merger/Acquisition team for the Farmers/AIG Personal Auto Group, due diligence and integration team. Coordinated all finance day one separation and closing tasks.

Proficient in Excel, Word, SAP S4 Hana, SAP Business Warehouses, and SAP BPC/EPM tools. Exposure to Tableau, Python, STATA, SAAS, SPSS, and R.

EDUCATION

TERESA L. HARM

PACE University – Doctor of Professional Studies, Finance –, May, 2024

Dissertation Research Topic Credit Risk Transfer of Fannie Mae and Freddie

2013 Widener University- M.B.A - Accounting Systems, recipient of the Deans Award

2004 Neumann College - M.S. Strategic Leadership

2002 Neumann College - B.S. Liberal Studies

CERTIFICATIONS

2015 CPA - PA license - active

1998 Chartered Property Casualty Underwriter - CPCU

Associate Insurance Management - AIM

Associate Insurance Services - AIS

Certified Treasury Professional – CTP

Bloomberg Terminal Certification

ADJUNCT EXPERIENCE

Widener University Adjunct Professor 2015-present

- Adjunct of the Year Award - 2024
- Accounting Information Systems (Undergrad and Graduate)
- Managerial Accounting
- Fraud
- Introduction to Management
- ERP and Profitability (Graduate)
- Accounting and Decision Making (Graduate) – Co-developed BUS645 for Online and Hybrid platforms

Delaware County Community College 2004-2005

- Accounting 101 and Accounting Systems
-