

FINANCE and BUSINESS PLANNING EXECUTIVE

DYNAMIC EXECUTIVE MANAGEMENT CAREER, demonstrating sharp business acumen, with more than 20 years' experience as a highly productive and versatile change agent with extensive experience directing diverse financial and planning functions for multi-million dollar companies. Recognized as a driver of business-focused continuous improvement initiatives. Performance record combines expertise in strategic planning, with an exceptional track record in supervision, P&L management, staffing and project coordination. Recognized as being "... *proactive and innovative with great leadership sense...*" Reputation for consistently performing at the next highest level. Proven track record in delivering what ownership wants and needs from their financial leader. Highly articulate; possess excellent verbal skills both oral and written. Rewarded with multiple promotions for *leadership and performance*.

Qualified to serve organizations that would benefit from expertise and leadership in:

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|--------------------------|---------------------------|--------------------------------------|
| ✓ Financial Leadership | ✓ Forecasting | ✓ Financial Reporting |
| ✓ P &L Management | ✓ Strategic Planning | ✓ Strategy Development |
| ✓ Budget Management | ✓ Acquisition Integration | ✓ Quality Systems Implementation |
| ✓ Change Management | ✓ Corporate Restructuring | ✓ Tactical Planning & Implementation |
| ✓ Operational Management | ✓ Performance Management | ✓ Technology & Performance Upgrade |

Consistently successful in making the invisible visible.

SIGNATURE SKILLS AND COMPETENCIES

- ◆ Organized, take-charge executive with *exceptional follow-through abilities* and *detail orientation*; able to plan and oversee a full range of complex projects from concept to successful conclusion.
- ◆ Possess *strong interpersonal skills*; proven ability to develop highly successful relationships with clientele. Recognized for "... *integrity, tenacity, high spirits, and creative problem solving skills.*"
- ◆ Demonstrated capability to *anticipate* and *resolve problems* swiftly and independently.
- ◆ Able to efficiently and effectively prioritize a broad range of responsibilities to consistently meet deadlines.
- ◆ Known for expertise and success in analyzing: transaction; project; division in order to determine profitability.

CAREER HIGHLIGHTS

- ◇ Reputation for "... *laser focus and fierce determination*" in *successfully engineering and negotiating highly complex transactions.*"
- ◇ *Successfully reconfigured company*, in response to the *recession*, enabling organization to sustain a 35% drop in revenue and *transition from a \$3million loss to a \$1million profit in one year.*
- ◇ Recognized mastery in 'safeguarding the balance sheet'. Orchestrated sale of Sunburst Communications to Houghton Mifflin. On closing day achieved sale with zero claw backs and actually increased purchase price due to value of catalog.
- ◇ Established and nurtured strong network in the banking community based on the ability to consistently deliver.
- ◇ Successfully navigated numerous State and IRS audits; credited with uncovering \$300k owed by New York State.
- ◇ Commended by CEO for "... *consistently positive impact on the organization. ... ensure that senior management prioritized their most important functions that make our company successful!*"

EXECUTIVE EXPERIENCE

May 2018 –
Present

ACE ENDICO, CORP., Brewster, NY

CHIEF FINANCIAL OFFICER for this \$500 million privately held Fine Food Distribution company.

- ◆ Oversee all finance, credit, IT and HR functions.
- ◆ Report and accurately forecast financial results in a pragmatic and factual way to the executive committee enabling them to *react proactively*.
- ◆ Effectively evaluate, prepare, and present monthly financial information for review with ownership and board *achieving unprecedented improvement on strategic planning.*
- ◆ Manage all business resource allocations, driven by cash needs in a company that is experiencing 35% growth annually.

ACE ENDICO, CORP. *continued*

- ◆ Successfully establish and evaluate business strategies / goals based on financial objectives.
- ◆ Oversee HR functions including: employee relations; safety / OSHA requirements; payroll; and benefits administration.
- ◆ Capably direct IT department and new initiatives. Orchestrate transition to cutting-edge ERP enabling seamless integration of new transportation and routing add-ons.
- ◆ Expertly manage banking and audit relations including credit lines, mortgages, IDA Bonds, credit lines and derivatives.
- ◆ Direct contract negotiations.
- ◆ Successfully administer fleet of 140 tractor trailers and the leasing and related maintenance. Function as corporate legal advisor including all contracts and lawsuits.
- ◆ Aid in successful succession from original ownership to the next generation.

Selected Achievements:

- ✧ **Spearheaded and orchestrated transition to a time and cost saving** cloud based document management system, delivering 'big picture' of transactions with all supporting details and eliminating paper.
- ✧ **Reengineered financial processes to dramatically accelerate** month-end closings.
- ✧ **Configured and enhanced finance structure** to allow for better departmental and divisional reporting holding managers accountable for their budgets.
- ✧ **Created highly effective model** for government bid contracts.
- ✧ Credited with developing a **cohesive finance, credit, and accounting group delivering increased productivity** and a happier work environment.
- ✧ **Formulated** system of **internal controls** and financial reporting. **Eliminated use of external CPAs** to perform monthly reporting.
- ✧ Instituted new financial KPIs, including changing the culture from % margin to dollar contribution to each business segment. Drove home measurement by contribution.

April 2006 –
May 2018

THE WINE ENTHUSIAST COMPANIES, INC., Valhalla, NY

CHIEF FINANCIAL OFFICER, reporting to Presidents, CEO, and Chairman of this \$150 million privately held company providing Omni channel and multimedia wine products. Successfully orchestrated integration of multiple, simultaneous business models including; wine, media, publishing; B2B; and consumer goods.

- ◆ Ably directed all finance, catalog and magazine circulation, HR and IT functions.
- ◆ Accurately prepared and presented monthly financial information to ownership for reviews and action.
- ◆ Effectively oversaw all business resource allocations across four business segments.
- ◆ Managed IT department and all new IT initiatives.
- ◆ Managed Trademarks and registrations.
- ◆ Served as corporate legal advisor including all contracts and lawsuits.

Selected Achievements:

- ✧ Lauded for reconfiguring financial KPIs, including changing culture from % margin to dollar contribution to each business segment. Drove home measurement by contribution.
- ✧ **Eliminated \$2 million in unprofitable B2B orders delivering an extra \$500k in annual profit through expense reductions.**
- ✧ **Orchestrated IT** implementation of **move from one facility to three**, while maintaining effective redundancy and **accomplished this without any loss in production.**
- ✧ Successfully obtained financing, from a first tier lender, at a time when credit was tighter than it had been since the Depression.
- ✧ Instrumental in the implementation of companywide ERP cloud software solution that includes CRM, WMS and two E-commerce sites.

May 2001 –
April 2006

BALANCED BOOKS, INC., Mahopac, NY

CONTRACT CFO, reporting to Presidents of two privately held companies (Publishing and Marketing) and one Nonprofit. Participated in Executive Management Groups for all clients.

- ◆ Established and measured business strategies / goals based on financial objectives for each client.
- ◆ Oversaw finance and operations departments for each client including AP, AR, General ledger, and Tax.
- ◆ Handled all financial duties including reporting, audits, budgets, cash planning, financing, investing, and banking.
- ◆ Managed HR for all clients including employee relations, payroll and benefit administration.
- ◆ Directed clients' IT departments and oversaw all new IT initiatives.

BALANCED BOOKS, INC. *continued*

Selected Achievements:

- ✧ *Credited* with helping **achieve revenue growth** for two clients in **excess of 50%**.
- ✧ *Formulated* and maintained **highly-effective metrics** to evaluate direct mail campaigns.
- ✧ Successfully completed key acquisition.

July 1999 –
May 2001

HUMANITIES, INC., Valhalla, NY

CHIEF FINANCIAL OFFICER, reporting to President and CEO of VC owned \$25 million educational fundraising company

- ◆ Oversaw all finance and operations for 25 staff in the following areas: general accounting; credit and collections; AP; purchasing; HR; MIS; and payroll.
- ◆ Ably executed all financial duties including: financial reporting; audits; corporate and divisional budgets; cash planning; financing; investing; and banking.

Selected Achievements:

- ✧ During recession, **played key rule in reorganizing company; turning around a \$5million loss to break-even profit with positive cash flow within one year.**
- ✧ Successfully launched \$1.25 million conversion of all systems from home-grown Mac platform to enterprise wide windows platform. Established monthly financial reporting, budgets, and projected cash flow.
- ✧ Resurrected a deteriorated bank relationship.
- ✧ Masterminded and deployed perpetual inventory system *enabling just-in-time inventory.*

February 1988 –
July 1999

SUNBURST COMMUNICATIONS, INC., Pleasantville, NY

CHIEF FINANCIAL OFFICER, reporting to the President and CEO of this privately held \$25 million educational software and video publisher. 1996 – 1999

- ◆ *Promoted* to CFO (when CEO fired incompetent controller and CFO) predicated on honesty, trustworthiness, and accuracy of numbers. Part of a four-person EXECUTIVE MANAGEMENT GROUP holding final decision for all marketing and product development initiatives.
- ◆ *Ably directed finance and operation departments* consisting of 70 staff including: general accounting; credit & collections, accounts payable; purchasing; payroll; MIS; distribution; customer service; and human resources.
- ◆ *Credited* with **successfully reorganizing both people and product.**
- ◆ *Oversaw due diligence*, establishment of value and subsequent **implementation** efforts of all **acquisitions**, including one in California accounting for **20% (\$5million)** of the **company's revenue.**

Selected Achievements:

- ✧ *Spearheaded company reorganization* and steps **transforming a \$4 million loss into a \$1 million profit** over a one year period.
- ✧ Championed and implemented in-house software duplicating operation dramatically slashing cost by over 21%.
- ✧ Successfully acquired and integrated two educational product companies.
- ✧ Reconfigured direct mail campaigns to targeted audience and successfully eliminated redundant prospecting.

Accounting Manager, reporting to the CFO 1991 – 1996

- ✧ Successfully engineered bridge loan to guard against projected multi-million dollar loss (during recession) and enabled company to realize \$1 million profit.

Cost Accountant, reporting to the Controller 1988 – 1991

EDUCATION

LONG ISLAND UNIVERSITY, Dobbs Ferry, NY

Master of Business Administration

- ✧ *Magna cum laude*

GEORGE MASON UNIVERSITY, Fairfax, VA

Bachelor of Science: Accounting 1992

- ✧ *Magna cum laude*

REFERENCES

Excellent References Will Be Furnished On Request