

VP Finance / CFO / Controller**Executive Management / P&L Responsibility / Financial Management**

- Financial Statements
- General Ledger
- Financial Analysis
- Payroll
- Human Resources
- Union Negotiations
- Banking Relations
- Treasury Functions
- Credit & Collections
- Policy & Procedures
- Month-End Closings
- Bankruptcy Workouts
- Budgeting/Forecasting
- Benefits/Risk Management
- Internal/External Audit
- IT Management
- Systems & Processes
- Negotiations

Entrepreneurial Experience

Having held key management positions at three medium sized, privately held companies, I am ideally qualified to independently operate in many types of organizations. I utilized my Fortune 500 experience in these companies to better manage cash flow, reduce costs, increase sales and streamline operations.

Management & Operations

- Senior financial manager with experience operating organizations up to 2,000 employees and \$75 million annual sales.
- Formulated a profit driven commission program emphasizing new customer development increasing new accounts by 5% – 10% a year.
- My work with the Board of Directors of an international corporation helped me develop “The Buck Stops Here” plan to handle customer issues.

Proven Record

- On my own initiative, I maximized cash flow to reduce \$3 million lines of credit to \$-0- in 15 months.
- I have taught classes on Cash Management to Small Businesses which included the practice of 80/20 for customers and products.
- My management of the medical benefits program has reduced premiums for the last 5 years saving \$60,000 annually.
- Through automation and streamlining procedures I have achieved reductions in headcount up to 30%.

Career Track Highlights: Fortune 500 JC Penney, S&H Green Stamps, Fulton Prebon (international money brokerage firm), Abu Garcia Group (international accounting).

Software Experience – MS Office 2010, Quickbooks, MAS 90, AS400, Web programming.

CAREER HISTORY

Chief Financial Officer – H & H Mack Sales, Inc. - 2015 to Present**Controller – H & H Mack Sales, Inc. - 2000 to 2013**

Reporting directly to the President/owner of this \$23 million company, I am entrusted with full operational control including managing the sales and service departments. I was the lead for all banking relations, tax filings and financial reporting. Managing customer disputes my emphasis is on satisfying the customer without financial loss to the company.

- Dealer Operating Standards – supervised department managers to meet all Mack Trucks performance goals.
- Maximized cash flow to reduce \$3 million line of credit to \$-0- in 15 months.
- Established company wide customer database for immediate access to current customer information and status allowing automated follow up procedures.
- Instituted paperless office with electronic file storage reducing man hours and storage costs.

Chief Financial Officer – Food Service Management Company – 2013 to 2015

Reporting directly to the President/owner. Sales of \$75 million servicing 160 school cafeterias daily. Managing a staff of 8 accountants, we produced 95 financial statements monthly.

- Established internal controls for the submission of a significant volume of Excel financial reports from 95 remote locations.
- Reduced banking fees over 50% within 3 months.
- Reduced telecommunications fees by 60% within 4 months.

Controller - Tiffany Computer Systems - 1995 to 1999

Reporting directly to the President/owner of this family operated computer consulting firm with annual sales of \$18 million. I produced profit analysis reports by customer and consultant highlighting low margin consultants enabling the sales personal to renegotiate unprofitable contracts which increased commissions and company profits. Dealt directly with senior management at Mercedes-Benz, Panasonic and Bristol-Myers Squibb.

- Within 6 months of joining the company, reversed a \$450,000 balance on the line of credit to over \$350,000 cash in the bank through aggressive cash management.
- Controlled outstanding A/R to reduce DSO to less than 45 days. The company wrote off only three invoices totaling \$10,000 in over 5 years.
- Reduced auditing fees by 50%.
- Served as key individual for all due diligence in corporate restructuring including audits with current and outside accounting firms, lawyers reviewing 401k plans, insurance, medical benefits, contracts and employment agreements.

PREVIOUS EMPLOYMENT

ABU Garcia Group – Fairfield, NJ – Sales \$110 million.

R&R Holding Corporation - East Hanover, NJ - Sales \$5 million

Fulton Prebon (USA) Inc. - New York, NY - Sales \$125 million

S&H Green Stamps Co. - New York, NY - Sales \$500 million

J.C. Penny Inc. – New York, NY – Sales \$30 billion