

NAME NAME

City, ST 55555 | (555) 555-5555 | email@gmail.com

CHIEF FINANCIAL OFFICER | SENIOR FINANCE EXECUTIVE

MASTERMINDING PROFIT IMPROVEMENT AND BUSINESS TRANSFORMATION INITIATIVES TO PROPEL DOUBLE DIGIT COST REDUCTION, UNLOCK CASH FLOW AND INCREASE RETURN ON INVESTMENTS

- **Critical Strategic Analyst and Trusted Finance Executive** known for designing and presenting complex financial models to provide key insights to inform executive-level strategic planning.
- **Turnaround Leader** who excels at leading profitable turnarounds for companies, developing top-performing, collaborative, and responsive teams aligned to business objectives.
- **Accomplished Change Agent** successful in transforming operations through the design and enhancement of business processes and technologies to establish growth opportunities.
- **Business Advisor** across all functions with advanced ability to build and manage partnerships with stakeholders, board members, and fellow executive leaders to support strategic planning and drive continuous improvement.

EXECUTIVE PROFICIENCIES

- | | |
|---|--|
| ❖ Financial Planning & Analysis | ❖ Budget Forecasting & Compliance |
| ❖ Strategic Business Initiatives | ❖ Licensing & Royalty Management |
| ❖ Internal Controls & Compliance | ❖ Mergers & Acquisitions |
| ❖ Contract Negotiation & Execution | ❖ Stakeholder & Investor Liaison |
| ❖ Sales & Marketing Campaigns | ❖ Project Lifecycle Management |
| ❖ Product & Market Share Development | ❖ Team Building, Mentoring & Leadership |
| ❖ Financial / ERP System Implementation | ❖ Process Improvements & Optimization |

CAREER NARRATIVE & MILESTONES

Dallas Cowboys – Dallas, TX

March 2009 – Present

Controller & Senior Director, Accounting

Overview: Solicited to oversee \$300 million division of Dallas Cowboys merchandising, retail, e-commerce, production and distribution. Handle overall contractual agreements through internal and external audits, administering annual financials, salary cap, licensing and royalty, and vendor compliance. Oversaw the construction and build-out of 400,000 sqft facility, consolidating three existing locations to one and implementing a warehouse management system.

Notable Achievements:

- Spearheaded the implementation of foreign trade zone (FTZ) in 4 company facilities, **driving over \$1 million annual savings** for more than 10 years.
- Championed the use of 'First Data' payment process, eliminating excessive payment processing fees and poor reporting and **yielding cost savings of over \$100,000**.
— Processor is projected to yield additional savings on brick and mortar stars.
- Masterminded and led the finish out of all 10 retail stores, generating more **than \$30 million in retail revenue** in inaugural season.
- Strategized and executed the implementation of First Data gift card program, **generating 25% increase in gift card activations, increasing activation revenue by \$500,000** in the first year, and **saving \$75,000 in costs associated with processing fees**.
- Turned around culture, creating an employee-friendly and high performing team, ranking in the top 5 in the organization for four consecutive years (2013 – 2016), ranked as number 2 in 2016.
- Mounted strategies that **reduced shrinkage from 4% to less than 2%** for seven consecutive years, improving the integrity of inventory and allowing for increased sales.

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CAREER NARRATIVE & MILESTONES *(continued)*

Goodman Manufacturing, Inc. – Houston, TX

August 2007 – March 2009

Division Controller

Overview: Laid groundwork to oversee financial and accounting functions for two divisions, including sales and operations support. Served as a member of senior management team involved in strategic planning and analysis, reporting directly to the President of the divisions.

Major Benchmarks:

- Pioneered transformational cost reduction programs, including a travel voucher tracking system, **saving \$15.2 million in one year.**
- Demonstrated outstanding leadership and exceptional project management to direct expansion of two new facilities in Pennsylvania and Arizona, capitalizing on strategic growth initiative.
- Played an instrumental role in the successful sale of the company to private equity group, transitioning from public to privately held.

Oldcastle Glass, Inc. – Dallas, TX

June 2004 – July 2007

Corporate Controller

Overview: Oversaw financial analysis, forecasting, budgeting, consolidated reporting, international reporting (IFRS), capital expenditures, banking and treasury, audit, SOX compliance, acquisition due diligence, and financial integration. Brought company's finance systems up to date, streamlining financial controls and processes across a division with 65 manufacturing facilities and 5,000 employees in the U.S, Canada, and Europe.

Delivered Results:

- Dramatically enhanced outcomes by implementing systems, financial controls, and staff, **growing annual revenue from \$464 million to \$1.2 billion** over three years.
- **Slashed closing time by 50% from two weeks to one week** also improving information depth and reliability to support rapid growth.
- Forged partnerships with external consultant/ auditors to establish SOX controls and reporting procedures, **leading to 100% compliance with one year.**

Cytec, Inc. – Greenville, TX

April 2002 – June 2004

Plant Controller

Overview: Managed plant and operations accounting, budgeting, forecasting, assets and capital investments, corporate reporting, operations reviews, expense control, and IT. Participated in company's first union negotiations, representing the company to ensure the profitable status of the facility. Supervised 5 staff, supporting SOX implementation and compliance.

Selected Accomplishments:

- Developed processes and procedures to resolve audit issues from previous E&Y audit, with follow-up audit **producing 100% compliance** and no audit findings.
- Architected and built exceptional software tool as a member of cross-functional leadership team, **ensuring SOX compliance and documentation.**
- Impact driving force behind the implementation of automated, real-time forecasting tool and Kronos labor tracking, **achieving less than 10% error rate.**

EDUCATION

Master of Business Administration — University of Texas, Dallas, TX

Bachelor of Business Administration (Accounting & Finance) — University of Texas, Arlington, TX