

Executive Summary

Background – (name) (qualifications)

Contact Details: Ph: Email:

I have 28 years post-qualification experience at Financial Controller/Finance Director Level including significant input to overall business strategy working with multinational manufacturing companies. I have actively participated in over a dozen mergers, acquisitions, and divestments and led the subsequent integration/business restructure on each occasion either and/or as part of an international cross-functional team.

My primary activities include strategic and financial management including managing profitable growth; business sustainability in recessionary periods; negotiating acquisitions and divestments; working capital including inventory and logistics management, together with overall management of the Finance, IT and Supply Chain functions. Outside of the Finance portfolio I have successful experience as Director of Customer Service and Logistics which has provided me with understanding of modern business practices not normally found in Finance Professionals.

Key Achievements

- Contributed to successful mergers, acquisitions and divestments working with Multi-Nationals ***** & *****
- Led business integration/business rationalisation projects that resulted from each acquisition/divestment with a focus on business sustainability and long-term strategic development.
- Significantly reduced Working Capital from 23% of Sales to 9% in four years generating \$10M additional cash and achieving the lowest Working Capital ratio in **** worldwide.
- Negotiated and acquired a \$10M distribution base for **** with ZERO cash outlay thereby providing an immediate outlet for **** and establishing **** as No.1 in Australian Office Products label market.

Areas of Expertise

- Business acquisitions – identify prospective targets and deal negotiation
- Business Integration – Optimise Risk/Reward considerations
- Divestment of non-core/non-profitable business segments
- Making step change in Working Capital management performance
- Strategic business advice to companies large and small
- Finance and Capital raising for smaller business
- Financial Control/Cash Flow Control
- ERP system selection and implementation

Summary

I have built a successful career by being a commercially savvy partner to the MD adding value by influencing, possessing deep insights into the business, steering the business in the right direction, challenging the status quo.

Next Career Step

Having managed my own consulting business over the past three years, I would like to consolidate this experience and take a CFO or senior finance role within a manufacturing or technology-based business.