



CFO / CONTROLLER/ VICE-PRESIDENT FINANCE

Increase profits, maximizes resources and simplifies processes to meet full potential of organizations ranging from Fortune 500 to small size companies, both domestic and international, in multiple industries including manufacturing, distribution, financial services, service companies and nonprofit. Accounting and finance expertise in corporate, subsidiary, and division structure.

- CFO/Controller
- Computer System Design, Implementation, Integration
- Budgeting/Planning/Forecasting
- Inventory & Standard Cost Accounting
- Merger & Acquisitions, Transitions
- Grow Profits-Increase Revenue, Decrease Cost
- Internal Controls Implementation
- GAAP, SEC Reporting, Sarbanes-Oxley
- Insurance & Risk Management

EXPERIENCE

FLEXIBLE FINANCIAL CONSULTING - Accounting and Finance Consulting July 2015 - Present
Founder

Interim CFO/Controller Resource. Provides customized strategic and tactical accounting and financial support.

- Procured new financing and insurances for real-estate holding company. Reduced interest percentage from 7 to 3.5 percent, improved insurance coverage and costs.
- Interim Controller for \$18M acquisition, \$20M telecommunication, and \$15M car service company. Utilizing & integrating QuickBooks with ERP system, simplified and organized accounting and finance functions, acquisition integration support, support for special projects.

CIT GROUP - Financial Service Company 2009 - 2015
Vice President - Finance/Accounting

Reporting to Director, manage up to 7 employees Portfolio, Legal Entity Accounting, and External & SEC reporting

- **Lowered Costs**
Increased efficiencies via streamlining, integrating and automating systems, such as:
 - Corporate 10 Q reporting - eliminated 140-man hours
 - Corporate wide receivable reconciliation - eliminated 190-man hours
 - Month End Closing - eliminated 120-man hours on journal processing and reporting
 - Transitioned and integrated Corporate Finance and Trade Finance Portfolio Accounting.
 - Decreased required staff - eliminated 2.5 managers and 6 senior accountants
- **Increased Compliance**
 - Created and improved internal controls, tracking & reporting requirements; within 2 months all reconciliations were accurate, current and compliant with CIT policy
 - Identified and implemented Trade securitization accounting, eliminating 2.5 years intercompany balances
 - Implemented legal entity reconciliation
- **Accelerate Process - Receivables, Account Reconciliations & SEC Reporting**
 - Systems Process Improvement - CLO open items - 4,000 items 180 days to 30 current items
 - Consolidated, automated and simplified reconciliation processes and improved accuracy
 - Supported and implemented new schedules for SEC External Reporting, completing year end process 10 day sooner
- **CFO Employee of the Quarter.**

ADVANCED FINANCIAL SERVICES, LLC - Accounting and Finance Consulting 2002-2009
Founder

- **Lowered Cost**
 - Cost Savings - reduction in packaging supplies by 59%; Accounting fees by 60%
- **Increased Profit**
 - Reduced inventory shrinkage, utilized bills of materials, implemented cost savings & controls, purchasing, receiving; identified \$20,000 of unbilled sales; reduced time for monthly billing by 80%.
- **Improved Operations**
 - Implemented a Standard Cost System for small manufacturing medical supply company. Improved Inventory control, purchasing and product schedule.

ITW/AMERICAN SAFETY TECHNOLOGIES - 1996 – 2002
Manufacturer/Distributor Commercial Industrial Products

CFO/Controller

Reported to President/General Manager, managed 8 employees. Directed financial reporting, information systems, forecasting, budgeting, 80/20 process, union negotiation.

- **Lowered Costs**
 - Staffing reduction by 19% in 2.5 years and \$450,000 cost saving programs.
- **Increased Profits**
 - Implemented 80/20 simplification process - Increased sales by 21%, operating profits from 13% to 23%
- **Operational Improvement**
 - Initiated and standardized procedures and internal controls for standard costing, accounting, production, inventory control, sales and customer service
 - Reduced inventory shortages by \$150,000
 - Increased on-time shipment from 60% to 93%
- **Acquisition**
 - Integrated a \$4M acquisition - 8 employees, information systems and data. Relocated the facility in 2 weeks - saved \$100,000 by eliminating 2 months' rent at original facility.
- **Computer System Implementation**
 - Converted and implemented a fully integrated computer system in 3 months. Implemented standard costing and Inventory control. Saved \$80,000+ on outside Computer consulting services.

PRIOR WORK EXPERIENCE

B&G Foods - Controller of Operations	1996 - 2002
M. Polaner, Inc. - Assistant Controller (Private Equity Enterprise)	1985 - 1996
LCP Chemicals & Plastics - Division Controller, Manager Budget	1982 - 1985
Honeywell -Chemical Division - Jr. & Sr. Accountant General Accounting	1980 - 1982

EDUCATION

MBA, Finance, Fairleigh Dickinson University 1997
BS, Business Administration/Accounting, Montclair State College 1980

COMPUTER SKILLS

Business Systems - Microsoft application 2010, expert in Excel, Access, Hyperion, Essbase, SAP, PeopleSoft, CIMPRO, Business Objects, HP 9000, Basic Four, Infolease, Stucky, Loan IQ, ACAR, Report Writer, QuickBooks, ADP Payroll, QuickBooks Payroll, AMS360. QuickBooks ProAdvisor, TigerPaw