

COMPANY NAME | COMPANY NAME | COMPANY NAME | COMPANY NAME | COMPANY NAME

SUMMARY:

Chief financial officer and senior corporate executive with 20 years of dynamic financial management experience. Strong mentor and partner to CEO’s and Board of Directors with proven ability to help companies meet marketplace targets and strengthen capacity for long-term successes. Well-honed analytical skills that has led to considerable financial success for companies facing change due to operational success and growth. Known for well-developed capability to oversee the operations, systems and process design, raising multi-million dollars of capital as well as the planning and negotiations of mergers and acquisitions. Extensive work with a broad range of enterprises has fostered a keen sense of general management needs and the ability to implement agile approaches to problem-solving. Instrumental in sourcing, investing and providing considerable amounts of venture fund direction in short periods of time. Recognized for personal and professional integrity with the skill to foster collaborative relationships with a passion, drive and vision.

CORE COMPETENCIES:

- Big Four, Growth Stage Enterprises, Venture Capital & Investments
- Operations, Finance, Financial Modeling
- Mergers & Acquisitions
- Financial Analysis, Audit
- Debt & Equity Investing
- Investor & Board Communications
- Business Strategy, Development
- Systems Process & Design
- Strategic Planning & Analysis
- Executive Management
- Budgeting & Cash Optimization
- Contracts Administration
- Team Building & Leadership
- Organizational Change & Development
- Risk & Business Continuity
- Leadership, Policies and Procedures
- IT Governance, Agile Methodologies
- Account, Project Management
- Client Relationship Management
- Service Oriented, Client Facing,
- Service Level Agreement (SLA)

PROFESSIONAL EXPERIENCE:

xxxxxx, Inc., xxxxxx, xxxx **Client did not wish to disclose too much here** **2016 - Present**
Senior Advisor to the CEO
 Manages special projects, including conducting business analysis for processes and new business opportunities.

xxxxxx, Inc., xxxxxx, xxxx **2009 - 2016**
Chief Financial Officer
 Spearheaded operations and financial strategy to support the procurement for government agencies as well as commercial customers with \$2B+ of volume. Responsible for the financial management, reporting, purchasing, tax compliance, and human resources.

- Raised \$22M in equity financing from Revolution Growth’s \$450M growth stage fund. xxxx was Revolution’s first institutional fund as well as the fund’s first investment.
- Successfully restructured the balance sheet and provided working capital by raising \$15M of debt financing.
- Created new business initiatives with in-depth research and analyzation of new entity, corporate structures and investments assuring adhering to the corporate mission.
- Improved data analysis; assisting in implementing Micro Strategy’s business intelligence platform.
- Implemented new reporting structure to improve corporate understanding of business unit performance in cooperation with the Board of Directors.
- Led the implementation of NetSuite resulting in increased clarity for revenue generating/operational managers.
- Strengthen the finance and accounting team to meet the challenges of rapid growth and increasing complexity.
- Retained the entrepreneurial foundation of the business while increasing profitability as a change agent to advise on growth practices.

Xxx xxx xxx, LLC, xxxxx, xxxxx

1999 - 2009

Controller, Associate, Senior Associate, Director

Guided the capital raising and deployment \$75M over the course of three funds (Vintages 1997, 1999, and 2003). Performed as a team to complete investments in 20 growth-stage companies in the technology arena in the aforementioned xxx. Selected by the CFO and the firm's founders to further the establishment of controls for this early stage business and to further develop the due diligence and analytical review process. Promoted to Director in 2003.

- Led and participating in due diligence efforts on numerous targets (accounting, operational, and strategic matters).
- Increased management personnel and system readiness for growth by conducting assessment of capabilities.
- Performed a vital role for the total investment cycle; opportunity selection, subsequent negotiations, deal structure, closing, follow-on investment and harvest.
- Participated as a minority investor in multiple portfolio companies building strong communication relationships as well as a board member or observer for several portfolio companies.

Xxxxx xxxxx, xxxxx, xxxxx

2007 - 2009

Director, Vice President, Venture Banking

Headed the Mid-Atlantic practice working with clients and perspectives from Pittsburgh to Richmond. Grew the practice from the ground up achieving office growth of \$15M in outstanding loans and office profitability over 18 months.

- Collaborated and constructed debt facilities with venture backed companies and their management teams.
- Assessed financials and projections for more than 50 venture backed companies.
- Extensive knowledge of banking for venture backed and growth stage companies.
- Mentored and developed analysts located at the company headquarters on financial and business issues.

xxxxx, xxxxxxxxx, xxxxxxxxx

1997 - 1999

Controller

Recruited by the CFO to establish comprehensive systems and controls for a small venture firm developing cellular systems in Russia and Central Asia.

- Established the accounting/budgeting/reporting structures for the joint venture partners (Russia and Central Asia.)
- Designed the financial models for annual budgeting, strategic planning, fundraising, partnering and licensing.

Xxxxxx xxxxxxx, xxxxxx xxxxxxx

1994 - 1997

Senior, Audit Group

Charged with the planning and execution of financial statement audit engagements for public and private entities as well as growth stage enterprises. Prepared and reviewed SEC filings and supervised, trained and evaluated entry-level staff.

- In collaboration with client senior management prepared financial statements (including Blue Water); inclusion in initial public stock offering of registration documents and subsequent SEC filings.
- Evaluated client internal control procedures and prepared process improvement suggestions for client management.
- Researched, resolved and advised clients on complex accounting issues.
- Developed professional relationships while ensuring adherence to due diligence procedures for client acquisitions.

EDUCATION:

Montclair State University, New Jersey Bachelor of Science, Business Administration, 1996
Greensboro College, Accounting, 1990 – 1993

CERTIFICATIONS:

ITIL V3 Foundations, Dell Associate Server Certification
XXXXXXXX Certified Master, XXXXXXXX Certified Design Architect, XXXXXXXX Certified Application Developer
XXXXXXXX Physical Implementation Specialist, XXXXXXXX Certified Administrator, XXXXXXXX Certified SQL Specialist

TECHNICAL:

PLATFORMS/OPERATING SYSTEMS: Windows, Linux, UNIX, OSX, VMware, AWS, Hadoop, IOT
Cloud Technologies, Agile Methodologies, MS Suites, Java, Security/Compliance/Governance