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| **Summary** |
|  | Experienced CFO in multi-entity environments. Seventeen years’ experience in executive financial roles including VP, FD and CFO designations* Analytical Tools: Designs and implements reporting tools improve process flows of information.
* Operations: Manages Accounting and IT departments of staff compliments exceeding 100 individuals.
* Infrastructure: Implementation of IT and accounting structure to establish collaborative relationships with all departments within the organization.
* Taxation: Develops solutions to minimize tax liabilities and ensure compliance to both regional and local governmental tax laws.
* Advanced Knowledge Areas: Mergers, Capital Modelling, Financial Valuations, Deal Structuring, Strategic Roadmap Development, Prospectus Writing, Infrastructure Workflow Processes, IT Integration Projects and Company Restructuring.
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| **education**  |
|   | M.B.A. Master of Business Administration – University of Connecticut, 2005**M.M. Master of Financial Management and Information Systems -** University of Dallas, 1991B.S. Bachelor of Science Business Accounting – Iowa State University, 1989  |
| **PROFESSIONAL EXPERIENCE** |
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| **Chief Financial Officer****ODICHEM, Inc.** Austin, Texas**December 2014 – Current*** An **international chemical company** that develops and manufactures products for various industries across the globe. Manufacturing plants in: the USA, Europe, Africa and South East Asia.
* Adjusted debt leverage and fixed asset ratio’s by curating a **bank credit facility** to allow for significant increased borrowing capabilities to fund several short-term investments. This decreased the external investment risk which enabled the company to meet required bank covenants.
* Crafted and implemented a **capital investment and return process**. This greenfield process included modelling and illustrative displays of financial results from projected investment projects and their effects on the holding company cash flow and new product line launches. The results depict all financial metrics and returns (IRR). The model assisted the Board gain approval for capital investments.
* Revamped and **streamlined the forecasting system** which automatically eliminated the need lengthy data consolidation exercises from all inter-company transactions and produces key statistic pages.
* Designed a plan to **repatriate cash build** in a foreign entity. This entailed the restructuring and consolidation of certain key foreign entities to effect payables from the foreign country to the home country which in turn opened repatriation of profits of current and future cash flows.
* **Implemented a standardized comparative benchmark initiative**. The benchmark compares all financial results of the company (Income Statement, Balance Sheet and Cash flows) to relevant industry and other similar type company results. This tool added most value in developing strategy and overall company direction.

 John Smith page 2 of 4**VP Finance & CFO** **Tanio Electron US Holdings, Inc., Austin, Texas****October 2000 – December 2014** * A **$2.1 billion US subsidiary** of a $8 billion international semiconductor equipment technology and manufacturing company. The US Holding company owns five independent entities which include manufacturing plants, technology development operations, and service facilities for wholesale tooling products.
* **Implemented international GAAP (General Accepted Accounting Practices)** and controls to ensure timely and accurate G/L closing and reporting for subsidiaries located in China, Japan; Taiwan; UK and Australia. Streamlined these reporting entities through transfer of accounting functions to the parents’ regional corporate office and closing of the regional entity.
* **Refined** the accounting collection and reporting processes in the accounting **ERP system to allow for scalable reporting and analysis.** As a result, the ERP system was reprogrammed from a single dimensional data collection system to a multi-dimensional database.
* **Implemented measurable scaling systems** which allowed smooth transitions and growth from a single sales and service organization, with annual sales in 2002 of $500 million, to a multi-entity and multi-product environment with annual sales of over $2.5billion by the end of 2014. The additions of three separate manufacturing entities added $200 million in annual revenues. These growth and business complexities could be integrated with minimal disruptions due to the flexible scaling systems implemented.
* **Developed acquisition models** used in the calculation of **public entity valuations.** The models were used in parallel with financial models of an international merchant bank who helped with the acquisitions. The investments in these manufacturing organizations have exceeded $800 million.
* **Restructured** $40 million of **leased equipment debt** to an intercompany arrangement with a reduced interest rate from 6% to 2% and reduced the consolidated parent interest rate to .5%. This equated to an annual saving of $3 million for the region and almost $2 million for the consolidated company.
* Involved in **world-wide treasury and debt structure processes** with Australian parent company which reduced average debt ratios in each region significantly. These included processes to use intercompany zero-based debt arrangements and world-wide bank account sweeps.
* Redesigned and **reorganized the IT department from a user dependent and reactionary culture to a customer engaged and proactive strategic one.** The new structure requires the IT staff to engage with all functional areas of the company to ensure the technology roadmap aligns with their strategic initiatives. This new design requires IT participation in strategic planning and senior management meetings.
* Key member in the **redesign of the company’s medical benefit plan**. This changed the fully- insured plan to a self-funded plan with ceiling protection. This new plan reduced the annual benefit expense by over $4 million for the group.
* **Initiated leadership training programs for IT and Accounting employees**. The two departments had several long-term employees who very technically focused but were not engaged in change management. The growth of the company into manufacturing and technology depended on proactive leaders and innovators who perceived change as a strategic necessity. The training classes aimed to transition key managers from technical providers to proactive leaders instrumental to developing solutions to the company’s roadmap.

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| **Previous Employee History** John Smith page 3 of 4  |  |
| **Director of Finance****Unlimited Network Communications, Inc**, Richardson, Texas**April 1999 – October 2000*** They design and manufacture **fiber-optic transmission & broadband switching equipment**. Their annual sales were $3 Billion in 2000. The service division accounted for $350 million of the total annual company revenue.
* Responsible for **entire financial management suite** of the services division. The service division ran as a separate company with their own administration, accounting, IT and HR staff.
* **Developed the accounting and IT functions** and all the corresponding IT systems and architecture used in the reporting function channels to Japan and the parent company.
* **Reduced unrecorded and unbilled hours** from $15 million to $2 million within 12 months. This was done by implementing service work controls and work-flow processes to ensure that accurate recording of service work performed was billed to the customer.

**Director of Finance****Lion Brands, Inc.,** Dallas, Texas**December 1997 – April 1999*** A $180 million **manufacturer of sports trading cards**.
* An interim Financial Director role was created to **facilitate the sale of the company** to a competitor after it went bankrupt. Worked with the company’s bank group to determine cash requirements and helped secure a Debtor in Possession line of credit of $50 million which supplied capital during the transition from bankruptcy through the sale of the company.

**Financial Planning & Analysis Manager****Autozone Components, Inc.,** Dallas, Texas**December 1988 – December 1997*** A chain of **300 retail auto parts stores** with annual sales of $250 million in 1988 and by 1997 they had 550 auto parts stores with annual sales of over $500 million. This growth consisted of building 150 new stores and closing 50 underperforming stores. The company was sold to a competitor, Auto Parts International 1998.
* **Commenced in the role of a Financial Analyst (after a leverage buyout** from Southstage Corporation) with the purpose to develop the Financial Planning department.
* **Spearheaded an application which modeled financial returns for proposed new store sites**. This process was used as a decision tool in determining the viability of building new stores with proper SWOT analysis and substantiating metrics. Previously, new sites were selected based on demographics and traffic counts as the main justification strategies. As a result of the implementation of this process the percentage of first year failures decreased to zero percent.
* Designed and **wrote the acquisition models** which were **valuations, mergers and acquisitions activities** during the company expansion phase. These models included funding options and financial covenant generation. Funding of $350 million was secured due to these model applications for facilitating the purchase of a competitor.
* Designedlong-term **funding models** which were used to obtain over $500 million in bank financing.
* Participated in a successful **public debt offering** which raised $160 million in funds.
* Instrumental in the quantification of ROI from advertising media expenditure by **developing a calculated ROI system**. The information generated from this application was used in the decision to redistribute the annual $30 million advertising budget to only the top income generating media vehicles.
* **Implemented a staffing schedule plan** which increased efficiency by $6 million per annum.

**Additional Information**  John Smith page 4 of 4**Other notable activities:*** Traveled throughout China and Japan presenting business leadership training classes to businessman and college students. The focuses of the training presentations were leadership, trust and integrity.
* Authored and lectured a variety of seminars to Certified Public Accountants relating to strategic business direction and planning tools
* Served ten years as Board member and Treasury for the “Continued Leadership Education Mentoring Society”. A non-profit volunteer organization of the City of Austin, Texas and Oita, Japan.

**Board and Officer position summary:** * **Company officer:** ODICHEM, Inc. as CFO; Tanio Electron U.S. Holdings, Inc. as CFO; Tanio Electron America, Inc. as CFO; TEL Venture Capital Inc. as Treasury, SEL Epion Inc. as Treasury; NeonTEL NEXX Inc. as Treasury; Various international officer positions for subsidiaries of ODICHEM, Inc.
* **Board of Director** Member: NeonTEL NEXX Taiwan Limited as auditor; NeonTEL NEXX Singapore PTE Limited as auditor; NeonTEL Nexx Korea Limited as auditor, ODICHEM Mauritius Holdings LTD board.

**International / Culture summary:*** Seasoned international business travel (more than 1.8 million miles) with several trips to Japan (several cities), China (several cities), The Netherlands, South Korea, Taiwan and Mauritius
* Successful in international business through embracing local customs and building and maintaining relationships with foreign staff, customers and vendors and governmental stakeholders.

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