### NAME, CPA, CA

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# PROFESSIONAL SUMMARY

## FINANCIAL EXECUTIVE

Versatile financial professional with extensive strategic and operational experience in wholesale distribution and manufacturing. A strong financial leader with a proven record of success in driving profitability and operational improvement through financial management, cost containment, internal controls, and productivity and efficiency achievements.

# AREAS OF EXPERTISE

|  |  |
| --- | --- |
| * Strategic & Operational Planning | * Creative Problem Solving |
| * Budgeting & Financial Analysis | * Negotiation/Relationship Management |
| * Financial Systems Development | * Customer Focused |
| * Profitability & Cost Management | * Project Management |
| * Mergers & Acquisitions | * Team Leadership & Development |

# CAREER EXPERIENCE

#### COMPANY NAME 20XX – 20XX

*A major, vertically integrated food importing, manufacturing, and distribution group with North American sales over $200 million.*

## Chief Financial Officer

Executive member of the management team responsible for financial administration, strategic planning, operational analysis, financing, treasury, and external reporting*.*

* Implemented new time & attendance system that reduced payroll processing time by 20%, generated payroll savings of 15%, and provided real time data for management and control of all manufacturing and distribution facilities.
* Established a cost effective administrative services only (ASO) company benefits program that countered historical escalating insurance premiums and generated annual cost savings of over $80K per year.
* Supported the development of a new strategic warehouse management scanning system to drive improvements in the reporting and accuracy of inventory data. The new system provided a competitive advantage along with operational cost savings and inventory working capital reductions of 15%.
* Negotiated bank facility refinancing which generated a 30% increase in the overall business line of credit, and an enhanced banking relationship.
* Developed a high-performance financial team that supported strategic growth initiatives and strengthened financial controls across the entities.
* Provided significant due diligence analysis and input on three major vertical acquisitions. Seamlessly integrated new entities into existing group financial processing, reporting and control systems.

#### COMPANY NAME 20XX – 20XX

*A top ranked national wholesale distributor of pharmaceuticals, over-the-counter medications, health, beauty, and confectionary products with sales over $800 million.*

## Vice President of Finance

Member of the executive management team responsible for operational, strategic, and corporate financial activities.

* Implemented financial reporting and analysis by product and customer that generated over $100K in sales margin improvements.
* Directed development of a new company budget and forecasting system that enhanced management's ability to plan in a high growth environment.
* Doubled the business line of credit through refinancing of business operations from a fixed bank operating line to an asset based financing facility.
* Through a process of continuous improvement, directed the automation and streamlining of financial processes to maximize operational effectiveness and efficiency of the finance department.
* Provided leadership and direction for the implementation of a time and attendance software that reduced labour processing time by 50% and improved the forecasting and reporting of labour costs.
* Led the analysis and planning for a new financial ERP system that produced a significant improvement in financial reporting and enhanced financial controls.

#### COMPANY NAME 20XX – 20XX

*A leading manufacturer, wholesaler, and distributor of designer fragrance products and professional hair care products with sales of $90MM.*

## Vice President of Finance

Financial leader and key member of the executive team managing the strategic planning, treasury, taxation, financial reporting, and internal control systems.

* Managed the implementation of financial reporting and budgeting systems which strengthened management’s ability to analyze and plan the business operations. Annual budget development time reduced by 50%.
* Led the reduction of month-end reporting cycle from 20 days to 10 days.
* Directed the refinancing of the company from restricted business operating line to an asset-based financing facility generating 50% increase in borrowing capacity.
* Managed the financial valuation and analysis for three business acquisitions and directed the integration of these into existing business systems.
* Financial lead for the implementation of JD Edwards ERP business system. Established business system requirements, developed selection criteria, and sourced financing.
* Managed CCRA taxation audit review which resulted in the successful defense of international business transactions.

#### COMPANY NAME 20XX – 20XX

*A food processing manufacturer of sugar-based products with sales of over $40 million. (Subsidiary of George Weston Limited)*

## Vice President of Finance and Administration

Member of the executive team directing financial reporting, strategic planning, internal controls, and treasury functions.

* Provided financial leadership to successfully turn around the business, achieving a $3.1MM improvement in operating income.
* Implemented a product costing process and profitability analysis reporting system which identified customer and business segment sales margin issues, while providing a solid basis for future cost competitive business quotations.
* Led the sales and production groups to achieve a 25% reduction in inventory levels and reduce the number of warehouses from 7 to 4.
* Directed implementation of new financial systems which resulted in more accurate and timely financial data.
* Managed the reduction of the month-end reporting cycle from 10 days to 4 days.

#### Positions Prior to 20XX

#### Company Name

## Manager of General Accounting and Taxation

## Manager of Cost Control

## Divisional Controller

# EDUCATION, PROFESSIONAL DEVELOPMENT & AFFILIATIONS

## Chartered Accountant

## Bachelor of Commerce (Honours)

* University Name, City

## Affiliations

* Chartered Professional Accountants of Ontario

# INTERESTS & COMMUNITY SERVICE

Camping, Hiking & Cycling

Habitat for Humanity, Food Bank Volunteer