

MARY DREW

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SENIOR FINANCE MANAGER

Versatile finance manager with extensive business-building and global team leadership experience in complex, deadline-driven environments. Strategic identification and execution of opportunities to protect and increase the value of investments in rapidly changing market conditions. Short- and long-range focus on company growth, profitability, and operational excellence.

Career Highlight: Directly impacted triple-digit revenue and EBITDA growth.

Dramatically reduced cost of debt through a series of refinancing events. Decreased debt margin 7% in 2015, 50% in 2017 (55% cumulatively), and 25% in 2019 (67% cumulatively). Improved portfolio cash returns and facilitated access to cheap capital that enabled growth of EBITDA at approximately 27% CAGR.



Core Strengths and Expertise

- High-Level Relationship Building
- Multicultural Collaboration
- Financial Modeling & Reporting
- Global Project Management
- Board & Management Presentations
- Complex Topic Simplification
- Credit Analysis & Underwriting

PROFESSIONAL EXPERIENCE AND ACHIEVEMENTS

Xxxxxxx, Inc., Somewhere, XX

2013–Present

With no previous rail-industry experience, built record of major contributions to Xxxxxxx's success over the past 6 years.

DIRECTOR OF UNDERWRITING & PRICING (Somewhere, XX, 2017–Present)

Oversee and conduct underwriting of new business for operating company and its investment committee; assist shareholder Xxxx with underwriting for its own investment committee. Manage company's pricing function, which includes assisting with client and supplier negotiations. Develop forecasts using pricing trends to generate upcoming fiscal-year budget and 4-year plan. Travel quarterly to attend and deliver presentations at board meetings in England and Luxembourg.

Build and leverage cross-functional teams—with members from accounting, finance, origination, engineering, legal, and executive management—to manage diverse transactions (both M&A and direct origination). Move each transaction from initial client contact through shareholder and bank approvals to closing and funding.

Accomplishment Highlights:

- **Corporate Projection Model:** Substantially reduced employee time required to deal with multiple models used for tracking and managing critical business operations. Generated immediate and ongoing savings of approximately €200,000/year in SG&A by replacing former system with streamlined, single-model approach.
- **Declining Purchase-Price Table:** Built table that saved several months per transaction and improved return on investment by significantly revamping costly, inefficient closing process. Reduced purchase price 8% (€5 million) and expedited asset acquisition to enhance competitive positioning and profitability.
- **Annual Impairment and Migration Model:** Reduced purchase cost 100% on 3rd-party appraisal or valuation reports, for total purchase savings of €300,000, and saved additional €100,000/year on internal impairment exercises. Developed flexible model that is now used by company as an annual tool.