

JAY FLETCHER

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PROFESSIONAL PROFILE

Senior Executive, Enterprising Leader, and Strategic Advisor with proven success in creating investor and corporate value, maximizing shareholder return within startup, turnaround, rapid-growth, and maturing environments. Analytical decision maker adept at leveraging key business drivers across all functional areas, as well as maintains a versatile entrepreneurial leadership style that enables companies to build and scale rapidly. A forward thinker who defines and executes strategic vision and effectively guides companies/teams through the complexity of organic, peripheral, and M&A growth initiatives.

EXPERIENCE

CFO/COO

XYZ Company | Dallas, Texas

May 2018 - Present

- Managed Multi State and Country (Mexico, Canada, Europe, PR, China, India) teams with remote and direct reports of over 200.
- Identified business requirements, improved reporting and accounting functions for growth including reorganized department structures (IT, HR, Sales, Marketing and F, P, & A departments).
- Implemented Purchasing and Project Management, redesigned and implemented COA structure and business intelligence reports.
- Restructured sales and executive compensation to align corporate objectives to performance effectiveness, incorporating market minimums, and grew revenue and reduced cost of goods sold (COGS) by over 20%.
- Enhanced EBITDA by greater than 30% via downsizing staff, identified, and enhanced systems and processes, built cross collaboration teams between entities

CFO/COO

BBH | Dallas, Texas

Jan 2015 – April 2018

- Established metrics (KPI's) and standard work/operating procedures (SOP's) for entire companies.
- Restructured sales and executive compensation to align corporate objectives to performance effectiveness, incorporating market minimums, and grew revenue and reduced cost of goods sold (COGS) by over 20%.
- Enhanced EBITDA by greater than 30% via downsizing staff, identified, and enhanced systems and processes, built cross collaboration teams between entities.
- Designed and implemented software systems for point-of-sale transactions (POS), customer resource management (CRM), inventory control (WMS), inventory/sales analysis, operations routing (BOM) and reporting (ERP), job and work-in-process (WIP) costing, estimating, order fulfillment, and document control.

EDUCATION

MASTER'S DEGREE

Finance
Harvard University

BACHELOR'S DEGREE

Business Administration
John Hopkins University

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EXPERTISE

P&L/ General Management - Deal Structuring/Negotiations - Six Sigma Lean Manufacturing – Microsoft Excel
Post Merger Integration - 365 Accounting - PowerPoint & Keynote - CRM Sage 100

EXPERIENCE CONTINUED

CFO/COO

DEF LLC | Birmingham, AL

Jan 2011 – December 2014

- Restructured plant operations and enhanced complex, consignment/perpetual inventory systems and methodologies, increased productivity over 80% for light manufacturing component.
- MBO/LBO/Sale Conducted all due diligence, drafted prospectus/business plan for submission to Equity Capital investors for positioning of sale; including pro forma, business valuation, strategic positioning, and evaluation of potential acquisitions for growth opportunities.
- Managed all aspects of accounting including G/L, A/P, A/R, collections, credit, payroll, information systems, HR, inventory control, equipment financing, variance analysis, sourcing capital, and completed merger& acquisition.
- Reduced health care and insurance expenditures by over 30% utilizing a trust.

VP - OPERATIONS

Oodles Group | Birmingham, AL

May 2001 – Dec 2010

- Established metrics and standard operating procedures (SOP's) for entire company.
- Conducted competitive research and performed market and profitability analyses to make decisions about quality, pricing, service, convenience offerings, market share, and account management
- MBO/LBO/VC Conducted all due diligence, drafted prospectus/business plan for submission to Venture Capital investors; including pro forma, business valuation, strategic positioning, and evaluation of potential acquisitions for growth opportunities.
- Restructured tax and divisional entities including NOL and Capital Gains redistributions saving >\$1M in tax payments.
- Obtained settlement of lawsuits resulting in return of over \$1M in capital.
- Lead and negotiated sales for multi-million-dollar projects

PROFESSIONAL DEVELOPMENT

COURSE - BUSINESS ESSENTIALS

Harvard University
2006

COURSE – LEADERSHIP AND MANAGEMENT

Harvard University
2008