TERRELL L. GRANT, MBA

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PROJECT CONTROLLER ⬝ PROJECT CFO ⬝ CONSULTANT

*Oil & Gas ⬩ Construction ⬩ Utilities ⬩ Pharmaceutical ⬩ Manufacturing ⬩ Health Care ⬩ Education ⬩ Mining ⬩ Consulting*

A visionary and high achieving Senior Accounting Management professional, Consultant and Project Manager with game-changing expertise and wide-ranging versatility from 20+ years of Construction related Project Controller experience. Proactively identifies, mitigates and prevents financial risk, problems and fraud to avoid rapid escalation of costs. Ensures feasibility while maximizing sales, profitability and ROI with astute financial forecasting, analysis, reporting, and auditing as well as tight disbursement control. Enjoys team building, multitasking and the challenges of international projects.

Client Reviews – *“Terry performs very well under pressure and consistently completes construction projects on time and within budget…” and “Terry transformed an archaic accounting department into a highly efficient, accurate and productive one with modern technology and automation.”*

AREAS OF EXPERTISE AND STRENGTH

⬩ Financial Planning and Analysis ⬩ Cash Flow Management ⬩ Management/Leadership

⬩ International Business/GAAP ⬩ Multi-Million Dollar Projects ⬩ General Ledger Oversight

⬩ Solving Complex Problems ⬩ Performance Optimization ⬩ Complex Financial Analysis

⬩ Industrial Construction and Startups ⬩ Accounts Receivable/Payable ⬩ Project Management

⬩ Negotiating/Interpersonal Skills ⬩ Controlling Costs/Inventory ⬩ Streamlining/Automation

⬩ Supply Chain Management ⬩ Leveraging Technology ⬩ Procurement/Logistics

⬩ Identifying Fraud/Misrepresentation ⬩ Change Order Auditing ⬩ Contract Administration

⬩ Creating Financial Reporting Systems ⬩ Software Upgrades/Rollouts ⬩ Profit and Loss Ownership

⬩ JD Edwards, Timberline & Great Plains ⬩ Microsoft Office, Macros & SAP ⬩ Risk Management

⬩ Lawson Accounting System/Unix ⬩ Pro Log, Maximo, SharePoint ⬩ FRx® Financial Report Writer

ACCOMPLISHMENTS

* Completed a complex $40 million plant construction/upgrade project with a fast track 35-day deadline on time and within budget for Atlantic Methanol Company in Equatorial Guinea, West Africa. Required exceptional financial, planning and communication skills as a Project Controller since many managers, contractors, languages and currencies from all over the world were involved.
* Saved over $15 million as Lead Project Controller for ThyssenKrupp Steel USA, and successfully managed cash flow despite being challenged with 2000 change orders worth $40 million. Successfully negotiated, approved and paid 38% less or only $25 million in change orders.
* Identified and recovered in excess of $50 million in billing errors from vendors based on auditing and personal on-site reviews as Lead Project Controller for ThyssenKrupp Steel USA.
* Key contributor in recovery of $1.2 million for Atlantic Methanol Company, when contractors used inferior materials on project. We paid $300,000 on invoices of $1.5M by halting the final payment.
* Eliminated over $200,000 in costs from surplus equipment and inventory for AMC by returning it to vendors and collecting refunds as agreed in procurement contracts set forth during planning phase.
* Directed, coordinated and established inventory control system for two vital $400 million suppliers to optimize logistics and supply chain management and prevent work stoppage costs of over $1 million per day due to material shortages. Thanks to proactive vigilance, no workdays were lost.
* Recaptured over $150,000 for client, ECO Lab through negotiating and another $250,000 in property improvements paid for by property owners on six different, new locations in 2011.

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* Improved efficiency by over 50% as CFO/Construction Controller for Corporate Energy Services through implementing Great Plains Financial Software and upgrading key personnel.
* Designed and developed construction project tracking systems to control project's cost and track subcontractor activity, which resulted in increasing client’s profits by $300,000 versus previous year.
* Restructured Corporate Energy Services financially to unlock value and enable owner to sell to competitor. This increased the sales price by 20% and allowed for a handsome profit.
* Saved $100,000 for HITT Contracting by negotiating with utility companies and receiving rental concessions from property owner due to property improvements that increased his property value.
* Increased positive cash flow by 43% in less than a year for HITT Contracting’s Atlanta division, by not paying contractors until employer was paid by clients.
* Improved profitability of HITT Contracting’s Atlanta division by $1 million (30%) in the second year of operation. Implemented new accounting systems that streamlined accounts payable functions from 65 days to 30 days. Reduced overhead by 33% and outstanding accounts receivable by 60%.
* Saved The Sports Authority over $4 million by establishing and executing a construction audit program during construction phase of $320 million retail expansion.
* Saved Walden Books over $2 million during a $200M expansion by establishing a post audit program. Recovered over $6 million from owners/developers from collection of past due tenant allowances.
* Recaptured over $10 million for Bayer Corporation during a $500 million construction program through a post audit program.

PROFESSIONAL CONSULTING EXPERIENCE

**Project Consultant/Controller/Manager**, T. GRANT & ASSOCIATES INC., Woodstock, GA 3/08 – Present

**Provides total project cost control, accounting, project management, contract administration and risk management to assure profitable business outcome. Noteworthy assignments include:**

**Project Consultant,** ECOLAB INC., Atlanta, GA (4/11 – Present)

Engaged in short-term project to locate, acquire and set up parts distribution locations for client throughout the southeastern United States.

**Project Accountant/Consultant**, ATLANTIC METHANOL COMPANY, Houston, TX (8/10 – 2/11)

In charge of planning, project control and financial reporting for $40 million plant construction/plant upgrade project. This 35-day fast track project required living on-site in **Equatorial Guinea, West Africa** for 6 months. Collaborated with multinational management and contractors, also handled post auditing and project close out.

**Consultant/Project Controller**, ECOLAB INC., Atlanta, GA (3/10 – 8/10)

Upgraded, installed and rolled out critical new software for accounting and asset inventory system.

**Lead Project Controller**, THYSSENKRUPP STEEL USA, LLC, Calvert, AL (9/08 – 2/10)

Recruited as Lead Project Controller by Global German company for startup of first steel plant built in the USA. Oversaw accounting, engineering, scheduling, and contract administration for $1.5 billion budget on a $5 billion capital construction project for new steel manufacturing plant.

* Managed staff of eight employees professional and nonprofessional.
* Directed infrastructure capital budget consisting of contracts for all structural steel, concrete, windows, siding, building construction and labor costs.

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* Audited inventory of major suppliers prior to invoice approval.
* Negotiated validity of proposed change orders from contractors.
* Reviewed and approved all AIA contractors’ invoices for payment disbursement.
* Handled contract administration, negotiations, scheduling, and contract close out.

**Contract Cost Analyst/Consultant**, SDS RESOURCES LLC, Birmingham, AL (3/08 – 9/08)

Provided contract consulting services to Georgia Power, served as a cost analyst to support financial control function and set up cost reports for a $1+ billion power plant construction project.

PROFESSIONAL EMPLOYMENT

**CFO/Construction Controller**, CORPORATE ENERGY SERVICES, Alpharetta, GA 3/02 – 2/08

Oversaw, directed and executed all accounting related functions, AIA billing, AR/AP, payroll, human resource matters, risk management, banking, financial reporting and month end closing.

* Handled all insurance and risk related issues for company; supervised a staff of three.
* Managed procurement of vendor services and construction contract review.
* Negotiated three commercial and two investment property acquisitions for owner **saving $200,000.**
* Directed owner’s real estate investment portfolio including property and financial management.

**Controller**, HITT CONTRACTING INC., Atlanta, GA 1999 – 2002

Assigned to startup of the Atlanta Division of one of the top General Contractors in the United States.

* Developed and managed accounting department including controls, job cost, AR/AP, reporting, cash flow, insurance, taxes, risk management, project accounting, banking relationships, estimating and human resources.
* Supervised and trained a staff of three project accountants to achieve financial goals.
* Led the implementation of JD Edwards’ financial reporting software for construction projects and general ledger.

**Construction Controller**, THE SPORTS AUTHORITY INC., Fort Lauderdale, FL 1997 – 1999

Led the implementation of construction job cost and capital budget program, project accounting system and fixed assets. Supervised three accounting professionals.

* Executed construction audit program for major retailer’s $320M construction/expansion program.
* Designed long-term strategic construction capital spending plan and procedures for key areas.
* Upgraded the fixed asset system to comply with new accounting requirements.
* Researched, shopped and procured project/construction software; developed new reporting procedures to inform senior management in a timely manner.

**Operations Controller**, CARVEL CORPORATION, Fort Lauderdale, FL 1994 – 1996

Directed accounting, human resources, production and distribution for two food-processing facilities with sales in excess of $50 million.

**Manager of Project Accounting**, WALDEN BOOKS, Stamford, CT 1990 – 1993

Led all project job cost accounting for development of 200 retail stores with a $200M capital budget.

EDUCATION

**Master of Business Administration** (MBA), UNIVERSITY OF ATLANTA, Atlanta, Georgia

(Formerly Barrington University)

**Bachelor of Science in Accounting and Management**, STATE UNIVERSITY OF NEW YORK, Utica, NY

* Willing and able to travel or telecommute as needed to accomplish business objectives.
* Have US passport for international business travel; know enough Spanish to conduct business.
* Willing and able to relocate if necessary for the right long-term career opportunity.