**Kenneth E. Williams MBA, CPA**

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IAE International Aero Engines (a Pratt & Whitney $4 billion commercial engine joint venture) from 1997

* Chaired shareholder committee responsible for determining transfer costs
* SOX compliance lead
* Warranty and guarantee accounting management lead
* Assistant Controller team leader of six in IAE Accounting group
* Led IT special projects: eSOX system implementation, accounting system upgrade and improvements, eClaims warranty system development, e-bank system setup and overhaul
* Led external and internal audits
* Achieved ACE Associates process improvement status
* Performed German VAT and related FX processing and accounting
* Researched and led the implementation of consignment inventory accounting planning
* Developed Excel-based models: engine margin for campaign analysis, customer P&L analysis for customer business, engine cash flow for FP&A
* Covered for three key colleagues on unplanned, extended medical leaves
* Directed development of accounting link to new portal-based warranty system
* Developed and maintained customer P&L management process to track actual performance to plan
* Built database and analytical tools to support customer campaign evaluations
* Managed vendor accounting function. Initiated process improvements to speed cash flow
* Participated as financial lead on team negotiating major contract with Goodrich and Bombardier, resulting in multi-million dollar cost reductions to achieve earlier than anticipated program breakeven.
* Prepared $8-$10 million engine invoices based on complicated contractual agreements
* Developed and prepared first monthly aging reports for trade receivables
* Oversaw reduction of days sales outstanding from 72 to 33
* Assisted effort to collect or resolve old outstanding customer balances
* Performed special accounting projects at direction of General Accounting Manager
* Received exceptional performance appraisals, five Eagle awards, and three IAE Management awards
* Carried out extensive audit of system for progress billing US Government
* Reviewed labor reporting procedures at 5,000 personnel West Palm Beach facility
* Investigated misappropriation of property related to government contracting
* Documented signature approval levels for customer invoicing process

Birken Manufacturing Company (Bloomfield, Conn. based $26 million, 160 employee make-to-contract aerospace component manufacturer) Accounting Manager

* Supervised six person accounting department: billing, collections and receivables, disbursements and payables, payroll, labor and job costing
* Prepared and analyzed monthly and annual financial statements for review with owners, management, Bank and external auditors.
* Reviewed indirect time of direct labor. Identified reductions in non-productive direct labor dollars.
* Examined excessive growth in manufacturing overhead. Proposed selective decreases in spending.
* Analyzed negative cash flow and identified primary drivers to inventory build.
* Obtained approval to progress bill US Government for major defense contract – to ease stress on cash flow.

Alco Equipment, Inc. (Agawam, Mass. Based $16 million, 100 employee dealer and distributer of several brands of heavy duty trailers with parts and service) VP Finance and Controller

* Hired, trained and supervised accounting team responsible for financial reporting and general accounting, computer system, accounts receivable, credit and collections, disbursements and payables, and payroll.
* Developed and prepared monthly company performance metrics package
* Originated accounting system for $6 million truck trailer sales division. Cost of each of 600 units of custom built equipment could be identified, sales commissions calculated accurately, and profitability of entire line evaluated.
* Researched and implemented self-funded health insurance plan resulting in $60 thousand in annual premium savings.

Pakulis Equipment Company (North Franklin, Conn. based $12 million, 50 employee John Deere construction and farm equipment dealer) Controller

* Supervised five person general accounting function (GL, AR, AP, Inventory) and computer systems.
* Prepared monthly financials and coordinated financial reporting with external accounting firm
* Prepared first detailed financial plan, showing dramatic restructuring of business required.
* Reduced CT sales tax assessment from $200 thousand to $60 thousand.
* Implemented machine information management system for $6 million whole goods inventory
* Set up automated accounts payable system
* Prepared financial information package to support successful request for new bank financing

Senior financial planning analyst and international auditor for Cheseborough-Ponds and Goodyear Tire.

**Professional Accreditation and Education**

Certified Public Accountant

University of Hartford, MS Accounting

University of South Carolina, MBA International Business

University of South Florida, BA Economics