

JOHN DOE

28806 Ramblewood ♦ Farmington Hills, MI 48334 ♦ 238-737-5905 ♦ madlinekowall@yahoo.com

FINANCE AND OPERATIONS EXECUTIVE

EXECUTIVE PROFILE

An accomplished executive with an exemplary record in financial management, coupled with a strong involvement and leadership role in operations for both global financial services and manufacturing companies. Recognized for controlling budgets by negotiating multi-million dollar cost reductions, creating new reporting packages, and formulating best practices utilized by businesses worldwide. Significant experience at upgrading an underperforming financial entity and turning it around to be a major player within the organization, impacting overall operations of the enterprise. Academic credentials include an MBA with a major in Finance and International Business.

CORE COMPETENCIES

Consolidations ♦ Acquisitions & Divestures ♦ Strategic Planning ♦ Project Management ♦ Management of Finance Professionals ♦ Formulating Financial Policies & Procedures ♦ Implementing Financial Controls ♦ Developing Legal/Tax Structures ♦ Cost Containment ♦ Business Turnarounds ♦ Profit and Loss ♦ Team Building ♦ Risk Management

PROFESSIONAL EXPERIENCE

CAMBRIDGE SERVICES, Paris, France, and Detroit, MI: \$850 million global financial services company with various businesses outside of the USA.

VP Finance/Corporate Controller – Paris, France, August 2002 to present

Directly responsible for relocating finance function from the USA to Paris and recruiting staff. Assumed financial management of existing Paris companies. Overall responsibilities include statutory and USGAAP reporting, audit, and treasury. Report to the Senior VP and CFO.

- Formed Paris Life Insurance Company and branches in both Germany and Italy and set up local Finance function.
- Negotiated custody relationship with external bank at a significant cost savings (\$1 million annually).
- Formed service company and built cost allocation tool to distribute expenses to participating companies.
- Worked with tax and legal to establish agreement for an advertising company for Paris Life Company. Set up accounting function/procedures and hired staff.
- Outsourced dedicated funds accounting to a local company.
- Acquired and integrated an insurance company.
- Developed and further enhanced the procedure and design of the strategic planning and budgeting process, which resulted in an upgrade of information for decision-making.

Corporate Controller – Detroit, MI, April 2001 to Aug 2002

Responsible for reporting and analysis, auditing, treasury function, and development and implementation of policies and procedures.

XYB INTERNATIONAL, London, England; \$350 million international manufacturer of industrial sensing devices.

Corporate Controller, 1995-2001

Tasked with integrating business acquired from C&D Corporation. Directed all accounting, production planning, and quality activities for the company including: cost and financial accounting, transfer pricing policy, credit/collection, accounts payable, computer hardware acquisition, product quality, strategic initiatives/analysis,

John Doe

Page -2-

budgeting, policies, and internal controls. Reported to both the Operating President and Executive Vice President of Finance.

- Integrated worldwide L&N Steel Products business into the company. Directed overall financial reporting and analysis and audit of the 32 XYB International Companies worldwide. Planned and coordinated the company's five-year strategic plan. Provided financial support to the executive management team.
- Restructured the acquired L&N Steel Products businesses and complied to local legal requirements, which led to a leaner structure with an improved operating income.
- Designed and implemented comprehensive transfer pricing policy.
- Contributed to the subsequent divestiture of the company's Sensor Division to ABC Electric by participating in the negotiations.
- Developed and further enhanced the procedure and design of the five year strategic planning process.

C&D CORPORATION, Dayton, Ohio: \$190 million manufacturer of process control systems and related software, training, and maintenance for basic industries worldwide.

Director, Planning and Analysis, 1994-1995

Recruited to the U.S.A. from Europe to participate in business turn-around strategy. Responsibilities included: The planning and coordination of the company's five-year strategic plan; the project management of a \$30 million divestiture from pre-planning through completion; the design and implementation of overall planning process, and the driving of actions and initiatives to meet the reorganization and profitability goals. Reported to the Executive Vice President of Finance.

- Managed and coordinated the strategic plan which was recognized within C&D as the model for businesses worldwide.
- Completed sale of Distributed Control Systems business at price in excess of C&D's expectations including negotiating favorable purchase price adjustment.
- Developed an aggressive budget by negotiating and implementing \$15 million in proven cost reduction programs.

BROWN INC, Zurich, Switzerland (1988-1994): \$30 billion manufacturer and worldwide distributor serving electrical power generation, industrial, transportation, and distribution markets.

Corporate Control Manager, 1992-1994

Relocated to worldwide headquarters to assist in managing the consolidation and reporting of over 650 legal entities. Successfully coordinated and monitored monthly financial reporting and participated in consolidation process. Prepared monthly reporting package for company board. Led company policy and procedures training and USGAAP seminars for newly acquired companies. Reported to Executive Vice President of Finance.

- Successfully integrated 45 newly acquired companies to Brown Incorporated standards and practices.
- Developed and implemented a new executive reporting package that now serves as the key senior management tool for the executive committee within the company.

Manager Financial Reporting and Analysis, Detroit, Michigan 1988-1992

Managed the financial reporting and analysis for the company's Process Automation Division, a \$250 million manufacturer of process control equipment serving the pulp & paper and chemical industries. Responsibilities included consolidation, analyses, and reporting of financial results of foreign and domestic entities.

PRIOR EMPLOYMENT: *BROWN ENGINEERING*, Grand Junction, CO - Mudlogger, 1974 to 1983

EDUCATION

M.B.A., Finance and International Business, Bowling Green University, Ohio

B.S.B.A., Finance and International Business, Bowling Green University, Ohio