

WORK EXPERIENCE

HoCo Fence, LLC

Sept 2017 – Present

Founder & CEO

Created a locally owned and operated fence company to serve the needs of our community

Atlantic Fence & Supply Co, Inc.

May 2015 – Present

Owner & CEO

Purchased company on the brink of bankruptcy with the goal of turning it into a profitable business

- Grew sales by 60% in first year of management, 100% over 3 years
- Hired and trained sales, accounting and operations staff
- Negotiated supplier contracts to reduce material costs by an average of 20%
- Implements a sales management system
- Reduced fixed costs by 25%

Headfirst Camps, LLC & Headfirst Professional Sports Camps, LLC

May 2013 – Feb 2018

Chief Financial Officer

Hired to develop, manage and grow the financial and accounting systems for the Yankees, Red Sox, Cubs and Nationals summer camps program.

- Created a chart of accounts to properly account for revenue and expenses which facilitates detailed analysis on a monthly and annual basis
- Analyzed historical data and created a detailed budget as a roadmap for the 2013-14 season; tracked and reported actuals on a monthly basis and explained variances and trends
- Created pro forma financial statements in order to secure a line of credit to support the working capital requirement
- Forecasted enrollments with sales managers and created various models to track progress and analyze deviations
- Implemented a multi-jurisdictional payroll system for 300+ employees across multiple states
- Compiled documents necessary to complete 2 federal tax returns and 12 state returns
- Developed and implemented internal controls and procedures to protect company assets
- Developed and maintain financial reporting rhythm and CEO dashboard to highlight key metrics and drive consistent improvements
- Prepared and presented business cases that evaluate investments in growth for the various business units and divisions
- Renegotiated supplier agreements resulting in an average of 20% savings and 30 day longer terms, as well as pre-pay discounts
- Identified opportunities for which lead to 5% revenue growth and over 40% in expense reductions

Iron World Manufacturing, LLC

2004-2005, May 2008 – May 2013

Chief Financial Officer

Hired to develop and manage the financial and accounting systems for a manufacturing company experiencing a 200% year over year growth rate

- Forecasted sales and expenses, created monthly and annual budgets, and analyzed deviations to better position the company for future financial success
- Lead the capital planning process and managed cash flow concerns due to large fixed assets purchases
- Calculated product costs and analyzed market data to determine most advantageous sell price for a catalog of over 20,000 products using various MS excel models

- Created and compiled all standard and custom financial reports for presentation to the board of directors on a monthly basis
- Managed a staff of Financial Analysts, Accountants, Sales Managers, and Operations Managers

Additional Responsibilities/Key Accomplishments:

- Negotiated \$10M in purchase agreements resulting in greater than 10% product cost savings
- Designed and implemented a software system to track quotes, sales and orders using product codes and volume discounts
- Created and implemented sales staff commission program

Lockheed Martin Corporation

June 2005 – May 2008

Finance Leadership Development Program

Hired into the FLDP program which is a 3 year rotational program where high potential employees are exposed to various business functions while required to obtain a Masters degree as well as complete in-house training classes

Pricing Manager/Finance Lead (Montreal Quebec, Canada)

- Led a team of financial analysts to develop a multi-year billion dollar bid for the Canadian Navy
- Compiled numerous reports and pivot tables for management decision making which utilized net present value, IRR, multi-currency, and other financial techniques
- Adjusted rates, escalation, burdens, travel , and other factors to derive the most cost competitive solution
- Created the corporate bid evaluation model to determine financial feasibility
- Facilitated the in-depth analysis of engineering basis of estimates

Multi-Function Financial Analyst (Baltimore, MD)

- Tracked, monitored and analyzed \$110M of commercial and government military programs
- Responsible for pricing over \$200M in international projects
- Forecasted future budgetary goals and presented plan to senior management

Multi-Function Financial Analyst (Moorestown, NJ)

- Compiled make/buy analysis for projects
- Supported the planning, organization, and compilation of cost volume bid
- Provided pricing and financial support for a \$5.2B multi-year sale of vessels to the US Navy

EDUCATION

Loyola University

Sellinger School of Business and Management, 2010 Graduate
Master of Science in Finance GPA 3.87

University of Maryland

Robert H. Smith School of Business, 2003 Graduate
Bachelor of Science in Logistics & Supply Chain Management
Minor in Entrepreneurship
Cum Laude Graduate GPA 3.76