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SUMMARY OF QUALIFICATIONS

Performance Management
Due Diligence
Cash Flow Management
Mergers and Acquisitions
Private Equity / Bank Financing

Financial Reporting
Process Improvement
Treasury Management
Contract Negotiations
Risk Management

Planning and Analysis
Financial Modeling
Profitability Analysis
System Implementation
Big 4 Public Accounting

WORK EXPERIENCE

PROTOCOL GLOBAL SOLUTIONS – Bayside / H.I.O. Portfolio Company, Sarasota, FL. 2009-2011
Global BPO / call center solutions company with revenues of \$70 million.
Executive Vice President, Chief Financial Officer (2009 – 2011)

- Partnered with CEO and private equity owners to achieve successful sale of company
- Negotiated working capital settlement and managed post-close transition services billing for \$20M business unit sale.
- Tripled EBITDA from 2009 to 2010 and 6X increase projected for 2011.
- Partnered with CEO to sell non-strategic business unit for 4X EBITDA.
- Successfully negotiated through tight liquidity situation. Results included two successful amendments to the credit facility and a 6X increase in availability.
- Partnered with Sales and Operations to improve client acquisition process including enhanced controls over prospect-to-contract process.
- Restructured Finance department to yield 30% savings in personnel costs while maintaining service levels.
- Teamed with Operations and Business Intelligence to develop/enhance real-time dashboard reports incorporating operational and financial metrics.

CRESCENT REAL ESTATE, Fort Worth, TX. 2005-2009
Real estate management and development company with assets of \$4 billion.
Director Planning and Reporting (2007-2009), Director Planning and Analysis (2005-2007)

- Established a new financial planning and analysis group focused on improving the planning process, customer service and communication with internal partners.
- Developed and analyzed consolidated budgets for office properties, hotels and developments.
- Reviewed financial performance and determined cash needs by preparing multi-year income statements, balance sheets and cash flow models.
- Streamlined the planning process and enhanced controls over forecast preparation.
- Consolidated budgets and forecasts for 30 million square feet of commercial office properties utilizing Argus Asset Management (Dynix), Argus Valuation-DCF, Excel and Cognos.

AEGIS COMMUNICATIONS GROUP, INC., Irving, TX. 2000-2005
International business services company providing business process outsourcing, customer service/sales and marketing services with revenues of \$280 million.
Consultant, Finance & Operations (2004 – 2005), Senior Vice President Finance (2003 - 2004), Vice President Revenue Quality (2001-2003), Vice President Financial Planning (2000-2001)

- Developed cost reduction initiatives yielding \$6.0 million in annual savings. Implemented cash management initiatives during critical restructuring period to provide required working capital.
- Key contributor in \$28 million investment by Deutsche Bank and E.ON Group. Compiled data room, prepared key financial projections, coordinated due diligence efforts and assisted in closing process.

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