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## **OVERVIEW**

Financial professional with experience in construction equipment sales, rental, service and subcontracting with annual revenue ranging from \$30mm to \$350mm.

## **PROFESSIONAL EXPERIENCE**

### **NES Rentals – Albany, NY**

**1988 – 6/2017**

*70 branch locations with \$350mm in annual revenue.*

#### **Regional Financial Manager (2004-present)**

- Responsible for the financial performance of 30+ branch and administrative locations in the Northern U.S.
- Prepared the annual budget by location with responsibility for revenue, capex, staffing and all line items of expense.
- Performed financial analysis and reviewed with district and branch managers.
- Supervised the internal reporting function which prepared and distributed financial packages and key financial indicators
- Negotiated subcontracts for scaffold erection and dismantling services as well as contracts for large rental customers.
- Established the job costing system for scaffold work and reviewed monthly job performance with managers.
- Supervised AIA billing and reconciled to financial records.
- Reviewed, approved or denied all marginal customer credit and established protocols for effective collection strategies.
- Analyzed all outstanding accounts receivable and directed collectors and branch personnel on collections.
- Managed selected large customer accounts.
- Assisted with the month end closing process and corporate accounting.
- Managed the Customer Billing Specialists and Financial Analyst, 3 direct reports.
- Prepared all financial forecasts and projections.
- Performed annual financial presentations for the General Managers, District Managers and Sales Managers.
- Controlled all physical inventories. Reconciled, investigated and resolved inventory issues.

#### **Regional Controller (2000-2004)**

- Consolidated the back office functions for billing, cash applications, credit and collections, accounts payable, payroll, human resources GL accounting and sales tax for locations in New England, New York and the Mid Atlantic into Albany NY. Served 30+ locations.
- Supervised all consolidated back office functions, staff of 18 with 5 direct reports.
- Responsible for sales, heavy vehicle, payroll and fuel tax returns.
- Responsible for the month end close, annual budget and all account reconciliations.
- Established regional financial policies and procedures.
- Performed and directed internal compliance audits of the branch locations.
- Responsible for Physical inventories.

#### **Controller (1998-2000)**

- Supervised centralized billing, cash applications, credit and collections, accounts payable, payroll, human resources and GL accounting. Served 7 branch locations.
- Converted financial systems from Albany Ladder Company to the NES system.
- Maintained the 401k plan. Prepared discrimination testing, account reconciliations and the annual 5500 report for all benefit plans. Worked with external auditors on the annual audits.
- Managed the treasury function.
- Directed the month end close and all account reconciliations.
- Prepared the annual budget and all financial forecasts.
- Responsible for all tax returns.

- Responsible for all financial policies and procedures.

**Albany Ladder Company)**

**1988 - 1998**

*Construction equipment dealer with 7 locations, sold to NES in 1998. Annual Revenue peaked at 34mm.*

**Controller**

- Converted general ledger from a standalone system to an integrated IT platform and assisted with converting the manual operating systems to the integrated and automated environment.
- Directed the month end close.
- Responsible for all account reconciliations, physical inventories and internal audits.
- Responsible for sourcing and maintaining the company benefit plans.
- Converted all existing loans into a more efficient combination of credit lines, terms loans and automatic cash sweeps.
- Converted all locations to a monthly close and consolidated all corporations into one entity with a centralized back office.
- Prime management contact with all outside auditors.
- Supervised all back office functions. Staff of 13 with 5 direct reports
- Established the 401k plan along with internal disciplines for proper control.

**EDUCATION**

Bachelor of Business Administration in Accounting, Siena College, Loudonville, NY, Passed the Uniform CPA examination.

**Outside Interests**

Avid runner and cyclist. Race regularly.