

EDWARD DAVIDSON, MA, CMA, CPA

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CFO / CONTROLLER / VP FINANCE

Strategic Planning ▼ Operations Management ▼ Alliances & Acquisitions ▼ Policy Development

Accomplished, results-driven senior executive with a proven track record providing the financial, strategic, and operational leadership to decrease costs, improve efficiencies, and strengthen profit contributions. Skilled in the analysis of existing systems, identification of redundancies, and implementation of enhanced processes to improve business results. Serves as an internal business consultant to senior management and Board members to maximize financial performance, develop long range strategic plans, and evaluate capital expenditures.

Motivational leader who effectively manages and empowers teams to achieve organizational goals. Combine excellent communication and interpersonal skills with unquestioned ethics and a dynamic hands-on approach.

Additional competencies include:

- Short & Long-Term Financial Planning
- Financial & Banking Relationships
- Regulations & Audit Compliance
- Contract Negotiations & Review
- Budget Development & Administration
- Expense / Cost Analysis & Control
- Internal Financial Controls
- Credit & Collections

SELECT CAREER ACCOMPLISHMENTS

~ NOLAN TIRE COMPANY ~

As the Vice President, Financial Services:

- Recognized for spearheading the design and implementation of a leading-edge data warehouse driven customer and product profitability system, as the recipient of the *2004 Chairman's Award*.
- Cut bad debt write-offs by over 20% despite a \$600 million increase in sales, by proactively monitoring collections and credit structures, and initiating intervention techniques when necessary.
- Reduced staffing by 21% and achieved annual cost savings of \$300,000, upon reviewing and reengineering processes, and eliminating non-value added activities.
- Developed a well-received financial training program for leading customers that exceeded participation estimates two-fold, and played an integral role in improving the profitability and success of key clients.
- Boosted cash flow by \$11 million upon working with banks to increase payment processing productivity.
- Increased cash flow by \$40 million by securing participation in a customer prepayment incentive program.
- Consolidated credit and A/P operations for a \$165 million acquisition with no increase in required resources.
- Drove annual growth of over 20% by negotiating competitive financing and customer incentive agreements.

As Director, Financial Planning & Analysis:

- Designed and implemented a new strategic planning process incorporating operating metrics, linking functional plans to execution, and driving the development of new products and top line growth.
- Led a cross-functional group in the development of a 5-year expansion and operating strategy for the Findlay plant, an 1,100-employee, 1 million square foot facility.
- Reduced required resources for the planning function by 33% through efforts mapping business processes and reengineering responsibilities.
- Selected and installed a \$.5 million state-of-the-art planning system that reduced plan update time by 56%.

As Manager, Strategic Planning:

- Presented a proposal to develop the Tire Division's first strategic plan, *Nolan 21: Into the 21st Century*, and gained buy-in from senior management and Board members. Strategic direction setting process was subsequently adopted company-wide as the vision for the future and is still in use today.

As Manager, Cost Analysis & Budgets:

- Worked on-site in Piedras Negras, Mexico to implement accounting system and operating procedures for two newly acquired companies and one plant facility.

PROFESSIONAL EXPERIENCE

NOLAN TIRE COMPANY, Columbus, Ohio 1974 – Present
Manufacturer and distributor of tires and rubber products with 39 global manufacturing, sales, distribution, technical, and design facilities, and annual revenues exceeding \$2 billion.

Vice President, Financial Services (2002-Present)

- Hold strategic planning, development, and oversight responsibility for the global financial services activities of the Tire Group, with \$300 million in receivables and a \$2.5 million operating budget.
- Serve as chair of the budget appropriation review committee and hold accountability for developing, administering, and allocating a \$150 million capital expenditure budget.
- Lead a team of 27 management, professional, and clerical staff charged with supporting North American and European credit, accounts payable, and accounts receivable functions.

Director, Financial Planning & Analysis (1999-2002)

- Charged with leading the global financial, tactical, and strategic planning activities of the Tire Group's three operating divisions, while serving as a member of the group's policy making Operating Committee.
- Provided strategic counsel to evaluate and negotiate acquisitions, alliances, and new business proposals.
- Continually assessed business systems to identify gaps and redundancies, defined functional goals and organizational objectives, and implemented improved processes and best practices.

Manager, Strategic Planning (1996-1999)

- Partnered with division president and functional vice presidents to develop, analyze, and communicate annual and long range operating and capital plans for the Tire Division driving 80% of company sales.

Senior Analyst, Corporate Strategic Planning Department (1992-1996)

- Provided analytical, financial, and strategic counsel to both the Tire and Engineered Products Divisions, evaluated capital expenditures, and played a key role in the development of the operating plan.

Manager, Product Cost, Cost Analysis & Budgets (1990-1992)

- Oversaw cost accounting, management reporting, budgeting, and financial analysis for the Tire Division, and supervised nine professionals in the achievement of organizational objectives.
- Assessed existing processes, revamped systems, applications, and organizational structure, and dramatically increased departmental productivity, efficiency, and effectiveness.
- Implemented appropriate controls to ensure optimization of discounts and credits due to the company.

Manager, Cost Analysis & Budgets (1983-1990)

- Recruited and selected qualified plant controllers to manage operations within five Tire Division facilities.
- Instrumental in the development of the company-wide ROAM bonus program, defined performance benchmarks, and established operating objectives.
- Developed and implemented a job order cost system for the ES-TECH Division and assisted in negotiating the terms of its eventual sale.

Supervisor, Budgets & Fixed Assets (1976-1983); Senior Cost Accountant (1974-1976)**EDUCATION**

BLUFFTON UNIVERSITY, Bluffton, Ohio — *Master of Arts in Organization Management*, 2003

BOWLING GREEN STATE UNIVERSITY, Bowling Green, Ohio — *Bachelor of Science in Accounting*, 1972

PROFESSIONAL CERTIFICATIONS

Certified Management Accountant

Certified Public Accountant, State of Ohio