

JOHN Q. JONES, CTP
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Broad industry based CFO/COO delivers hands-on financial expertise with a strong operations orientation cultivated within rapid growth and transition situations in both and private equity environments of \$10M to \$800M in scale. Unique talent for assessing corporate financial structure and initiating cost effective change. Skilled in implementing financial and management process improvements, saving costs and generating profits. Foundation with Fortune 500 XYZ Brands, United High-Tech and Major Alcohol Products. International experience at operating division and corporate level in Consumer Packaged Goods and High Technology industries. Food and Beverage experience through Grocery, Routes (DSD), Food Service and Dairy trade channels. Operations management history in continuous process production, converting, assembly for inventory, custom fabrication and major project installations. Diversified background also includes Sales and Marketing line experience. Demonstrated skills in:

- Capital Restructuring & Relationships
- Working Capital Management
- Financial Modeling and Forecasting
- Supply Chain & Logistics
- Audit and Tax Outsource Selection
- Organization Restructuring
- SEC / NASDAQ / GAAP Compliance
- Systems Selection and Implementation
- Covenant Compliance
- Budgeting and Cost Analysis

STATE COLLEGE, Any Town, NY – MBA Finance and Marketing
STATE COLLEGE, Any Town, NY,– BS Management and Finance

1973 - 1974
1971 - 1973

Recent Assignments include:

HEALTH FOODS, INC. New York, NY (Private Equity) CFO 2005 - 2006

Re-capitalized senior debt with a new ABL relationship, replaced outside audit and tax provider, established working capital management practices, created a financial management team and evaluated systems in a short-term assignment for this \$25MM upscale snack foods marketer.

EQUITY CAPITAL FIRM, NY (Private Equity) SVP/CFO/Interim CEO 2004 - 2005

Retained by Corporate Revitalization Partners on behalf of the senior lender and private equity firm to run financial operations pre-bankruptcy, filing and asset sale and support the transition to new ownership and management for this \$25MM printing and packaging firm.

BIG FOOD DELIVERY, Westbury, NY (Private Equity) CFO 2001 - 2003

Responsible for accounting and finance, manufacturing and procurement, human resources and IT, with key focus on liquidity and covenant compliance, supply chain logistics, budgeting and strategic planning. Interfaced with all financial stakeholders and external service providers for this \$75MM food safety products marketer.

- Delivered improved financial metrics in key areas: EBITDA, Working Capital, Total Debt.
- Re-wrote agreements and built financial models for the three largest customer contracts.
- Completed a financial restructuring plan and negotiated new senior banking and mezzanine capital facilities.
- Moved primary distribution center from NJ to Tennessee for annualized savings of \$1.0M.
- Led logistics management to maintain service levels during the west-coast longshoremens' labor action; no losses within the entire customer base.
- Wrote associates' policy manual and job descriptions; benchmarked compensation; implemented point factor job grading system and qualifications; and established salary banding across all positions to support a new organizational structure.
- Reached a favorable out of court settlement in a harassment action against a Company officer.

INTERNATIONAL PUBLIC CORP. Hauppauge, NY (NASDAQ) EVP & CFO 1999 – 2001

Provided leadership for accounting and finance, SEC compliance, taxes, risk/insurance, investor relations, FX, treasury, budgeting and planning, logistics and supply chain, facilities, and IT for this \$120MM manufacturer and distributor of industrial embroidery machinery and services. Primary liaison with bank, investor, audit, exchange and legal relationships. Internal financial consultant and CFO to operating management in all subsidiaries: leasing, manufacturing, franchise and software.

- Re-capitalized the company through workout; established a new ABL lending relationship.
- Delivered cost savings through new FX practices, headcount reductions and improved systems.
- Replaced audit and tax advisor for US and Canada.
- Restructured the organization to support Planning and Treasury functions.
- Significantly reduced working capital, eliminated all debt and generated a \$10M cash surplus.
- In January 2001 maintained NASDAQ.NM listing through a non-compliance challenge.
- Conducted the annual meeting and quarterly investor conference call.
- Prepared written releases; interfaced with investment media; met compliance challenges with Regulation FD and SAB 101, prepared Annual Report, 10K and 10Q reporting to the SEC.

SCIENTIFIC INSTRUMENTS, INC., Deer Park, NY COO / CFO / Subs. President 1996-1998

Responsible as COO for the North American Group for finance, supply chain, HR and IT for this scientific instruments company, and directly responsible for the Puerto Rico filter manufacturing and California stainless steel fabrication subsidiaries. Reported to the North American Group President and parent company (Germany) CFO.

- Streamlined customer through manufacturing communications to enhance responsiveness.
- Established a comprehensive supply chain management program, reduced order delinquencies.
- Settled harassment and discrimination suits out of court, avoiding a potential \$5M liability.
- Created a cross-functional, international crisis management team, meeting an industrial terrorism threat against our two largest customers, resulting in improved relationships.
- Divested a subsidiary for a positive financial return and a long-term supply agreement.
- Retained management imperative by defeating an organizing drive by the Teamsters Union.

FROZEN FOOD PRODUCTS, INC. Whitestone, NY Director of Finance & Operations 1988-1996

Over an eight year period grew from local management responsibilities in finance and operations to national Director of Finance for Direct Store Delivery and Dairy channel, in a business scale of \$100M to \$800M. Comprehensive management in all food distribution channels, including supermarket, independent route direct store delivery (DSD), dairy and food service, in both broker and direct sales organizations. Developed division financial organization and financial planning systems. Managed back-office operations and administration for a direct sales organization including order-to-billing, credit and collections for a large DSD operation; promotional program review and payments processing for Grocery, DSD, and Dairy trade channels. Responsible for forecasting, financial planning, capital and operating budgets. Heavy interface with external Legal and Audit. Reported to the Division VP/GM and heavy dotted line to corporate Controller and CFO.

UNITED HI-TECH, Secaucus, NJ 1983-1988
Business Manager - Telecommunications Division/Eastern Region

ABC CORPORATION, Jersey City, NJ 1981-1983
Senior Financial Analyst, Project Manager – Grocery Products Division

MAJOR ALCOHOL PRODUCTS, New York, NY 1980-1981
Senior Management Consultant – Information Planning Group

USA BRANDS, INC., Long Island City, NY 1974-1980
Division: Mgr., Product Planning; Product Mgr.; Sales Rep.

Personal: Member, Board of Directors, Museum