

TIM Resell, SENIOR FINANCE EXECUTIVE

CFO | VP FINANCE

239.594.5573 - trussell.resume@comcast.net - [LinkedIn Profile](#)

Driving Rapid Growth With Capital, Talent, IT, & Operations Strategies

Millions in Cost Savings - Cash Flow Improvements - Profitability

Board Advisor – Corporate Growth Driver – Turnaround Executive – M&A Strategist

Strategic executive with operational, fiscal, and IT perspective – overcoming growth obstacles, securing capital, leading turnarounds, forging stakeholder relations, and boosting efficiency in manufacturing, nonprofit, and construction. Oversees international-US operations, models new opportunities, and saves costs. *Able to relocate.*

Change Leadership - Strategic Planning - IT Leadership - Job Cost Accounting - Compliance - Capital Decisions & Management
Revenue & Capacity Growth - Fiscal Controls - Bank Relations - Risk Management - Financial Reporting - Succession Planning
Executive Collaboration - HR - Technology Management - Tax Planning - M&A Integration - Vendor Negotiations - Audit

Financial, IT, & Strategic Growth Impact

- ▶ **Interim CFO, Xxxxx Business Consulting** — Enabled rapid growth, easing cash flows supporting up to 50% growth and identifying cost strategies, outsourcing advantages, and new-market opportunities.
- ▶ **CFO, XXX Industries** — Played critical post-M&A role, integrating 3 firms while retaining 100% of customers (saving \$2M revenue). Merged accounting functions; navigated communications challenges.
- ▶ **Director of Finance, Xxxx Industries** — Guided firm through massive expansion (4X revenue and 400% growth in staff volume), including accounting system facilitating capital funding.
- ▶ **President, Xxxxxx** — Commended for implementing cutting-edge network at regional airport; gained IBM Business Partner certification and received JD Power Customer Excellence rating.
- ▶ **CFO, Xxxxxx** — Increased profits 8%, leveraging job cost accounting key to forecasting costs at 17 phases of construction.



Influenced Massive Expansion at Stevens Industries International:

- Key Role in M&A Decision & Turnaround
- 3 Outstanding Leadership Award Wins
- 10% Bottom-Line Gain in Performance
- Benefits Package Attracting Top Talent
- Maximum Cash Flow Via Fiscal Controls

“As CFO and Director of Finance, Tim was an integral part of senior management, involved in steering top level corporate decisions, (using) out of the box reasoning.” — President, Stevens Industries & Fusion Industries

Professional History

NX Business Consulting / MC2 LLC – B2B CFO Services | 2012–Present

Interim CFO & Controller at Healthcare, Manufacturing, Retail, & Non-Profit Client Firms

Facilitated Up to 328% Growth, Sharp Reduction in Turnover, & New Capital Funding

Business Planning - Employee Engagement - Financial Reporting - Social Media - Marketing Plans - Audits
Operations & IT Improvement - Human Capital Analysis - Cash Flow Improvement - M&A Strategies - Consensus Building

Co-founded consulting operation – rectifying core financial and business challenges as advisor to client CEOs, leadership teams, staff, vendors, and end customers at firms of up to \$100M revenue and 500 employees. Review and resolve CAPEX, morale, and cost issues. Negotiate contracts, consolidate vendors, retain key employees, eliminate inefficiencies, refine IT practices and solutions, and improve corporate cultures. Form business plans, ESOP and 401(k) structures, owner succession plans and exits, compensation strategies, and employee procedures.

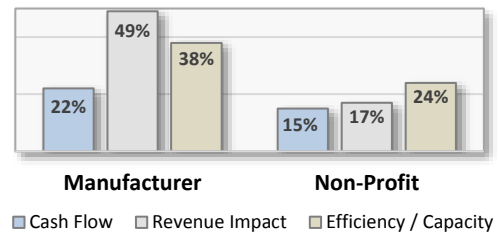
Xxxxxx Business Consulting / MC2 LLC ■ **Interim CFO & Controller; Consultant**
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Enabled Growth, Profit, & Increased Stability

- ▶ **Fiscal & Operational Oversight:** Quickly produced improvements through strategic planning for funding, growth, and profit; built capital plans, budget baselines to gauge performance, and human capital assessments.
- ▶ **Corporate Stability:** **Averted revenue loss** by resolving compliance, accuracy, business planning, cost, and staff satisfaction concerns.
 - Handled CFO duties during executive transition, correcting account reconciliations and restructuring Finance team.
- ▶ **Capital Funding:** Positioned manufacturer-retailer for 368% growth by freeing cash flow and securing much-needed capital.
 - Built solid financial reporting (cloud-based POS, accounting system) influencing vendor terms and favorable return policies.
 - Grew retail footprint 200% via leasing cost cuts and marketing.
- ▶ **IT Improvements:** Eliminated security vulnerabilities and IT management issues at HVAC manufacturer; sourced vendor for migration to state-of-the-art SAP platform.
- ▶ **Nonprofit Capacity:** **Boosted revenue potential;** eased leadership transition and corrected cash flow, collections, cost, and staff issues.
 - Brought pending 3-year audit to positive outcome; corrected accounting practices and A/R. Increased surplus funds 15%.
 - Led CAPEX-vendor strategies enabling aging facility upgrades.
- ▶ **Outsourcing:** Cut manufacturing and IT costs, while raising quality with outsourcing strategies; negotiated performance terms.

Financial & Corporate Impact

- **Benefit & Retirement Planning,** Employee Ownership, HR Management, & Retention
- Account Reconciliations & Accuracy
- **20% Cost Savings** From Production Forecast Improvements (Via New Financial Reporting)
- **Self-Funded Growth** From Better Cash Flow
- New Revenue Models & Sources
- Financial Reports Tied to **Production & Materials Purchasing** for JIT Manufacturing
- Team & Leadership Restructuring
- **Better Capacity & CAPEX** Management



Streamlined Leadership & Owner Transitions

- ▶ **Staff Retention:** Transformed manufacturing-retail firm with 200% turnover to 24% growth in employees. Queried staff to identify issues; built org chart, job descriptions, & SOPs; coached owners in conflict resolution / incentives.
- ▶ **Succession Planning:** Facilitated owner exit and employee retention by **recommending ESOP** for staff buyout.
 - Resolved accounting issues to preserve vendor relations, boost cash flow, and increase efficiency; identified and educated talented Finance associate to replace ailing CFO.

Xxxxxx Industries, LLC & Xxxxx International | 2000–2012

CFO, Fusion Industries (2011–2012); **Director of Finance & Business Development,** Stevens Industries (2000–2011)

Built Capital, Debt, & Integration Strategies as Key Executive Behind Financial, Profit, & Growth Improvements

Merger Planning & Integration - Bank & Stakeholder Relations - IT Improvements - A/R & A/P Controls - Cost Savings
 Employee Retention & Development - Employee Engagement - Vendor Relations - Bank & Financing Relationships

Played core role in Xxxxx Industries' growth and merger into Xxxxx Industries, holding increasingly wide authority for Accounting, Purchasing, HR, and IT. Expedited growth with new IT system and manufacturing plant construction. Led post-M&A integration, negotiated debt reductions, formed post-merger culture, and retained key clients. Won awards (including Impact Award created for personal performance) for financial and operations results; reported directly to stakeholders. Built benefit, recognition, and retirement packages. Managed 10 direct / 150 indirect reports.

Xxxxxx Industries, LLC & Stevens Industries International
CFO ■ Director of Finance & Business Development (Continued...)

Took Central Role in Merger Decision & Integration

- ▶ **Merger Influence:** Conferred with Xxxxx Industries President on M&A decision crucial to navigating economic / industry challenges.
- ▶ **M&A Integration:** Addressed and resolved stakeholder concerns during 3-company merger; built banking, client, and vendor integration plans affecting cash flow, costs, and contracts.
 - **Negotiated 50% advantage** with new banking contract terms, freeing cash flow key to retaining core clients.
 - Eliminated contract and data redundancies.

Pre- & Post-Merger Leadership

- **100% Client Retention** Throughout Merger
- Asset Schedule Consolidations
- 5% Decrease in Bottom-Line Expenses
- Newly Restored Operational Credit Line
- **\$6M Debt Reduction** From Bank Contracts
- Accounting, HR, IT, & Asset Data Integrations
- Work-In-Progress Integrations

Maximized Growth & Efficiency

- ▶ **Expansion Strategy:** Advised owner on merger strategy in response to recession; took steps to preserve cash flow (ensuring access to capital), back plant expansion, and take delivery of millions in equipment from Italy.
 - Led fiscal strategies key to recovery after accepting CFO role, shaping return to 100% of previous revenues.
- ▶ **Rapid Growth Support:** Oversaw Accounting, HR, Purchasing, IT, and corporate administration during 3X growth in staff / revenue; widened authority with promotion from Controller to Director Finance & Business Development.
 - **Guided peak growth in history** from dual 7000 sq ft sites to single 77,000 sq ft plant, including CAD operation.
 - Furthered transition from small firm with move to SAP financials and new plant at cost-effective site; built fiscal controls, created reports to show cost of growth, modeled opportunities, and designed workflows.

Other Experience:

Xxxxx | **Information Systems Director**

Led automation and IT upgrades required to maintain operations at state-funded non-profit treatment organization; designed dual-server systems and data exchanges. Assisted Finance to secure grants saving 65% of required funding.

Xxxxxx, Inc. | **Financial Systems Administrator – Member Finance Team**

Rescued failing multimillion-dollar POS system project, fostering communication among Accounting, IT, EDS, and corporate HQ at national retail operation and working with Controller on rollout. Won promotion and recognition from executive team.

Xxxxxx Inc. | **President; Founder**

Launched and grew thriving accounting software and systems design practice. Brought into IBM Business Partner program; attained 90% closing rate. Directed up to 140 project and direct reports; led implementation, training, and support to businesses in construction, service, hospitality, and other industries.

Xxxxx, Inc. | **CFO**

Oversaw job-cost accounting, manufacturing and development financials, budgets, and accounting systems automation at construction company and commercial development firm. Directed 34 total reports in financial operations. Installed \$250K system by customizing software, migrating data, and training users; leveraged systems for job-cost estimating.

Education

Bachelor of Science in Finance, Minor in Real Estate
Florida Gulf Coast University (Cum Laude Honors; Deans List)

Associate of Arts in Accounting & Information Systems
Edison State College