

ANDREW SMYTH

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QUALIFICATIONS PROFILE

Seasoned Financial Executive with solid and progressive experience in all facets of accounting, financial management, cost accounting, and executive leadership. Manufacturing Controller with extensive multi-plant experience including international companies with revenues exceeding \$200M. Adept in devising strategic manufacturing cost models and driving transparent accounting systems. Demonstrated success in building ground-up operations and executing major operational turnarounds for manufacturers. Highly skilled in collaborating with all members of the organization to achieve business and financial objectives. Instrumental in optimizing cash flow, streamlining financial processes, enhancing productivity levels, introducing process improvements, and implementing technology solutions. *Additional core competencies include:*

- ✓ Financial Stewardship & Controllershship
- ✓ Financial Reporting & Cash Flow Management
- ✓ Aggressive Turnaround Management & Start-Ups
- ✓ Executive Leadership & Operational Excellence
- ✓ Strategic Planning & Due Diligence
- ✓ Financial Management & Accounting
- ✓ Budget Management & Financial Analysis
- ✓ GAAP Compliance & General Ledger Activity
- ✓ Process Improvement & Change Management
- ✓ Supply Chain Management

PROFESSIONAL EXPERIENCE

DYER RECYCLING, LLC, Calhoun, GA (2008 – 2012)

Controller

Provided leadership and direction to the financial stewardship of the largest recycler in North America with \$100M in annual revenue. Handled controllership, accounting, finance, budgeting, cash flow management, and financial reporting activities. Led efforts to develop and implement accounting procedures that complied with GAAP standards. Spearheaded the development of monthly, quarterly, and annual financial statements that aided in business decision-making processes. Directed accounting functions involving general ledger activity, accounts receivable, accounts payable, fixed asset management, and payroll. Formulated roll-forward models for inventory control and sales. Prepared manufacturing cost models, flash reports, and variance analyses for senior management.

- Served as a key member of the executive team charged with process improvement and executive leadership.
- Championed the transition from a highly seasonal business model to a year-round lower profit-margin business, which increased EBITDA.
- Achieved a 29% revenue increase, 10% cost reduction, and 41% EBITDA increase.
- Utilized plant capacity and staff by running 2 daily shifts year-round, which minimized expenses.

FARMERS COMPANY, Rome, GA (2004 – 2007)

Controller, Manufacturing Division

Maintained sole accountability for all accounting functions in the manufacturing division with \$45M in revenue, which included 2 manufacturing plants and supplier with annual revenue of \$220M. Played a key role in developing cost models that aided in make/buy decisions and established standard costs. Prepared analyses and reports on breakeven, asset utilization, capital payback, and sales. Prepared manufacturing cost models for all plants, which included establishing labor and overhead rates for routings and cost allocation for standard costs. Prepared monthly and year-end close for the manufacturing division.

- Secured \$940K in annual savings by restructuring the truss operations.
- Realized \$800K in cost savings through strategic analysis of the Distributions Centers, which provided the foundation for restructuring Metro-Atlanta and the business model used to penetrate new markets.
- Optimized the fleet and lease vs. buy, which preserved up to \$300K in capital.
- Created a companywide product line P&L that defined 9 distinct product lines and identified business drivers and underlying causes of profit/cost variance.

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GLOVER COMPANY, Menlo, GA (2000 – 2004)

Controller

Directed domestic financial and accounting functions including FP&A, closing, budgeting, forecasting, accounts receivable, and accounts payable for a \$100M company with international facilities and a 3-state operation in the Southeast. Led efforts to consolidate multi-plant general ledgers for month-end and year-end close, income statements, and balance sheets. Handled inventory transactions between Guatemala, Canada, Europe, and SE Asia. Devised manufacturing cost models and formalized the budget process. Supervised the team in performing at optimal levels. Formulated product line P&L and reconciled GP variance to budget.

- Maintained responsibility for achieving up to 104% to actual budget.
- Championed efforts to achieve \$3.2M in annual savings by gaining executive approval to consolidate plants.
- Boosted cash by \$6.2M by reducing aged and slow moving inventory.
- Generated \$540K in GP by outsourcing key commodity-grade products and determining cost ramifications and economies of scale.
- Streamlined the month-end close from 3-4 weeks to 10 days.
- Established an accounting methodology and procedures based on GAAP from the ground up.
- Pioneered the implementation of the ERP system, which enhanced efficiency and data integrity.

EDUCATION

MBA, Accounting

KENNESAW STATE UNIVERSITY, Kennesaw, GA

BBA, Accounting

SHORTER COLLEGE, Rome, GA

Training: Dale Carnegie Course; Deming Seminar: TQM-Quality Process

TECHNICAL SKILLS

Microsoft Office Suite, JD Edwards, PeopleSoft, Epicor, AS400, Sage MAS 90