

# Kevin Marshall

CHIEF FINANCIAL OFFICER

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## SUMMARY

Accomplished professional with 25+ years' experience in developing and implementing strategic financial procedures and systems while establishing effective operational processes to drive business success and control costs. Proven track record of leveraging a deep understanding of key business drivers and strategic vision to identify trends, interpret results and simplify reporting and analysis to accomplish business targets. Adept at leading and advising businesses through complex restructurings, international expansion, and capital market transactions. Demonstrated expertise in leading and motivating teams to take on new lead generation activities, improve workflow processes, and adopt new practices for securing business.

## SKILLS

- Budget Management & Forecasting
- Budget Administration / Management
- Internal Control Implementation
- Profit & Loss (P&L) Accountability
- Risk Identification & Mitigation
- Operations Analysis / Process Redesign
- Cash Management
- Issues Identification & Resolution
- Financial Reporting
- Team Building & Leadership

## EXPERIENCE

### Chief Financial Officer

#### Costco Food Industries - NewYork *Jan 2018 - Present*

Assess financial and operational progress, forecasted budget, and realized financial goals by coordinating with the finance department on a regular basis. Perform a wide range of tasks, including evaluating the office's profit and loss, creating an annual budget, determining and demonstrating actual vs. real progress to top management on a quarterly basis, and developing processes accordingly.

Lead all operations and client service teams for providing trust administration, collateralised loan and leasing administration, and security-level investor reporting. Build strong working relationships with vendors and external accounting organisation and improve accounting and tracking systems. Update CEO on company expected progress and targeted profitability through assessing financial workflow and preparing detailed reports. Provide hands-on support by overseeing the budget preparation process from estimation to spending, developing investment strategies while analyzing cash and liquidity risk, taking appropriate actions, and reducing the impact of variances.

#### **Selected Contributions:**

- **Played an integral role by resolving legal issues of contractual obligations**, suggesting the most appropriate solutions for maximizing revenue, decreasing cost, and compiling and generating reports.
- **Realized business goals by initiating and restructuring financial operations**, including

executing official budgeting, ensuring efficient workflow, and monitoring and improving finance, HR, and IT processes procedures.

- **Attained optimum results by updating the internal control system and restructuring financial practices accordingly.**
- **Arranged liquidity to control deficient material for the processing of operation and production tasks** in difficult situation, including struggling for gaining bank facilities along with unstable company's financial situation with earlier banks.
- **Maximized company sales from 30 tons to 220 tons, reduced cost and strengthened position in challenging competitive market** by efficiently and strategically planning in tough company circumstances.
- **Improved business financial operations by enhancing collection rate of bad debts** to few senior clients through initiating a strong financial control system for all items of exchange and redeveloping a financial management structure, in position of low amount of salaries placed in the projected budget.

### **Chief Financial Officer**

**NMC Food Grade Plastics Industries – Texas** *Jan 2014 - Dec 2017*

*Achieved business targets by supervising all operations of treasury operations, including six functional areas, such as cash management, bank relations, money transfer, treasury reconciliation, large transactions, and accounts payable/receivable in a professional manner.*

Scrutinised all investment transactions and cash flows, directed department strategies and approaches, managed and forecasted annual budget, improved cash flows for establishing payments strategies in adherence to company standards and guidelines. Acted as a main person to contact for management and resolution of all internal and external audit matters and issues. Ensured on-time and accurate preparation of financial statements and reports by streamlining accounting procedures. Collaborated with budget holders and line managers to formulate annual budget and administer cash flow.

#### ***Selected Contributions:***

- **Safeguarded company assets and finances by executing effective actions for operations** to maintain confidentiality of accounting information and protection of assets, such as implementing corrective measures and removing and distinguishing fraud.
- **Met cost proposals and exceeded business growth goals** by initiating effective accounting and contracting rules and evaluating financial information for agreement negotiations and product investment decisions.
- **Provision of regular cash flow information to assist the Company in plan payments.**
- **Development, implementation and operation of systems and procedures** to ensure the integrity of accounting information and safe custody of assets, including procedures to eliminate and detect fraud or theft of company assets.

### **Chief Financial Officer**

**Packaging Integration Solutions – Florida** *Jan 2008 - Dec 2013*

*Amplified company revenues by 300% in just three years by guiding and leading teams towards successful achievement of new clients and enlarged account penetration.*

Supported business in surpassing growth targets by tracking product cost, controlling expenses, and determining plant performance through supervising accounting cost while utilising designed criteria for analysing cost and expenses budget. Guided and educated management on spending decision and business trends by measuring and estimating business financial standing. Maintained adequate amount of funds to fulfill operational and capital investment needs. Generated and submitted exact profit and loss statement on month-end while meeting deadlines by improving reporting system. Monitored financial operations of various plants and businesses and compiled monthly, quarterly, and annual closing reports with utmost dedication towards business success.

#### ***Selected Contributions:***

- **Augmented company profit-margins** by envisioning, executing a new product/business in challenging market through analysing competitor strategies, forecasting financial projections, developing and implementing current and long-term business plans, negotiating vendor agreements, and introducing new systems for product management.

- **Fostered the performance of cost accounting team** by leading and mentoring members towards on-time forecasts, completing delivery, efficient preparation of month-end reports, and variance evaluation.
- **Accelerated product line profit margins and minimized SG&A expenses and headcount** to pitch continuous success to business.

### Chief Financial Officer

**Dukes International - Washington DC** *Jan 2005 - Dec 2007*

*Create the company business plan, enhancement budget and planning procedures for the company's projects, complying with Dukes -UK planning guidelines and rules compiling with Egyptian market-led.*

Establish the company starting the necessary governmental documents. Assets HR and IT departments through hiring the employees and officers for the finance and administration department. Maintain the company's projects monthly progress report according to a percentage of complications. Implemented a monthly financial and management reporting process resulting in a more timely, accurate and detailed reporting package for use by executive management and board of directors in the strategic management of the organization

#### **Selected Contributions:**

- Participating with the Top Management for the Reformation process of the company.
- Establish and follow up all necessary financial and budget reporting systems to allow a better view of the company's financial position i.e.:
  1. Monthly reporting the company's running projects.
  2. Monthly, quarterly financial reporting to UK & Abu Dhabi (UAE).
- Identified and monetized 50% reduction in labor costs in large projects; further working to convert significant fixed cost base to a variable wherever possible to sustain profitability in the erratic local operating environment.
- Implemented a cash forecasting model that resulted in an increased investment capture rate of 26.91% and that improved overall effectiveness by 10.1%.
- Reviewing all formal finance, HR and IT related procedures.

## EDUCATION

**Bachelor of Accounting and Business Administration**

Faculty of Commerce • New York University *Oct 1985 - Feb 1989*

## CERTIFICATION

**Certified Management Accountant (CMA).**

INAAC *2018-05-12*

**Activity-Based Cost**

NYCA *2001-06-17*

## LANGUAGES

French 

English 

Spanish 

Arabic 