

### John Ruther

Consultant

#### Skills & Expertise

General and Strategic Management, Accounting and Financial Management, Sales Strategy and Planning, Business Process Improvement, Change Management, Treasury and Cash Flow Management, Financial Reporting and Analysis, Finance Transformation, IT Strategy, Strategic Planning, Sales

#### Industry Lines

Small-Cap to Mid-Cap (\$15 Million to \$1.5 Billion) businesses including distributors, wholesalers, and manufacturers.

#### Computer Applications

JD Edwards/Oracle, SAP, Hyperion, OneStream, Sage products including Sage 100 and Sage Fixed Assets. Infor Products, Plex, Microsoft Dynamics GP, Microsoft Office (Word, Excel, PowerPoint, Outlook, Publisher, Project, Access, Visio), Microsoft SharePoint, and many others.

#### Education/Qualifications

- MBA University of Illinois Urbana Champaign
- BS in BA Central Michigan University
- Certified Public Accountant
- Chartered Global Management Accountant



#### Professional Experience

A Senior Executive providing innovative strategic leadership for more than 25 years with strong background in Finance and IT.

#### Major Projects

##### Leading Global Chemical Distributor (59 Facilities Worldwide)

- Various Positions of Progressive Responsibility.
- As CIO/Director of Outsourced Services, aligned IT with overall business strategy, streamlined key business processes, and led the implementation of technologies which attained efficiencies facilitating 75% sales growth without increasing headcount of 1000 employees. All while reducing annual IT operating budget from \$12 million to \$8 Million.
- As Strategic Transformation Task Force Leader, designed and executed reorganization plan, and implemented change management process to transform company from decentralized to a centralized structure enabling revenue growth from \$800 million to \$1.4 billion in 3 years.
- As Corporate Accounting Manager, developed shared service center that gained economies of scale in the areas of consolidated financials, payroll, treasury management, and indirect purchasing.

##### Global Tier 1 Automotive Manufacturer (Newly Carved Out – P.E. Owned)

- Global Director of Finance
- Designed and led worldwide migration from legacy company's finance systems to stand alone ERP, consolidation, and fixed asset software which allowed the new entity to eliminate transition service agreement costs.
- Directed the establishment of treasury functions, migrated banking relationships, and integrated with finance system in Europe and North America so that the company gained the ability to forecast and manage its cash flows.

##### U.K. Based Manufacturer of Engineered Products Seeking Company Sale

- U.S. CFO – Consultant
- Optimized value for seller by performing finance transformation, creating SGA & operational efficiencies, and refining human resource programs (retirement, health, and other benefits) which resulted in a strategic acquisition at 4X investment.
- Acted as due diligence liaison between strategic buyer and seller. Advised parties regarding particular complexities of asset purchase and form of business issues.
- Developed and executed integration plan that smoothly transitioned legal entities, banking, payroll, and IT systems over to acquiring entity.