

George Decatur
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Career Objective

CFO or top financial officer with opportunity to transition into general management

Education

MBA - Finance/Accounting, Wharton

BS - Business Management, Northwestern University

Recent Work Experience

President and GM, National Foodservice (9/00 to present)

Responsibilities: Management of a \$250M, 400 employee distribution operation covering four state area

Accomplishments:

- ❑ Achieved sales growth and profit growth at more than twice the industry rate
- ❑ Reduced working capital by 6 days; 1.5 days A/R, 2.5 days inventory, and 2 days payables
- ❑ Implemented "Operational Excellence" program that improved errors per thousand cases from 20 to 7
- ❑ Recipient of CEO award for "Most Profitable District" and "Highest ROIC" for a business unit

Vice President of Finance, West Division, Alliant Foodservice (9/99 to 9/00)

Responsibilities: All Financial and Administrative Responsibility of \$2.5B Division

Accomplishments:

- ❑ Helped the organization achieve 15% sales growth with a 20% profit improvement
- ❑ Reduced working capital by 5 days in the last nine months resulting in \$30M in increased cash flow
- ❑ Re-organized department to reduce annual expenses by \$2M and provide more focused support
- ❑ Lead company wide re-engineering efforts achieving \$30M in increased profitability

Director of Internal Auditing, HQ and Latin American Regions, Smith Computer Corp. (7/98 to 9/99)

Responsibilities: Operational & Financial Risk Assessment, Process Improvements, Special Projects

Accomplishments:

- ❑ Facilitated change in audit model to an outsourced audit process.
- ❑ Enhanced audit scope to include an assessment of execution on strategic directions

Director of Finance, Networking Products Division, Smith Computer Corp., (9/96 to 7/98)

Responsibilities: Accounting, Budgeting, Financial Analysis, Business Planning for \$1B Division

Accomplishments:

- ❑ Integrated two newly acquired companies into Smith to form new product division
- ❑ Implemented a new business model that drove the organization toward profitable growth
- ❑ Created mechanism to track individual product profitability
- ❑ Assisted in implementation of process to bring product to market on time and within budget

Chief Financial Officer, Myers De Mexico, (7/94 to 9/96)

Responsibilities: Accounting, Treasury, Business/Strategic Planning, Purchasing, Legal, and HR for \$100M Company

Accomplishments:

- ❑ Formed the company through the acquisition and merging of five separate companies
- ❑ Achieved profitability by the third full month of operation
- ❑ Partners achieved a payback on their investment within 2 years, one year ahead of schedule
- ❑ Received additional capital after first year and acquired another company with a three month payback

(references upon request)