

## GEORGE DECATUR

1122 Stevens Drive – Newark, DE 55555

(999) 555-4444 – gdecatur@aol.com

---

---

### SENIOR OPERATIONS AND FINANCE EXECUTIVE

---

Industry-versatile executive with 8+ years of senior level financial, operating, and general management experience. Involved in nine, national and international mergers and acquisitions in the last 12 years. Proven track record of entering into difficult situations of various cultures and turning around organizations by articulating vision, establishing credibility, and driving companies to achieve plan. Outperformed predecessor and market in every senior position. Fluent in Spanish. MBA-Wharton.

- P&L experience
- Customer Relations
- Sales and Marketing
- Day-to-Day Operations
- Financial Planning and Analysis
- Strategic Planning
- External Reporting
- Treasury & Cash Management
- Investor Relations
- Equity Placements
- Negotiations
- International Experience

---

---

### PROFESSIONAL EXPERIENCE

---

#### NATIONAL FOODSERVICE INC., St. Louis, MO

Privately held wholesale food distributor operating 30 U.S. warehouses with published sales of \$6.5 billion. Major customers include hospitals, restaurants, hotels, caterers, and schools.

#### **President and General Manager, Newark, DE, 2002-Present**

Lead \$250M distribution operation with full P&L responsibility of four-state region. Completed integration of family owned business into large corporation. Implemented pay plans, sales commission system, vendor performance measurement, and reward of warehouse and driver productivity. Selected as Keynote Speaker at Food Franchise Convention, October 2001. 8 direct reports, 400 indirect reports.

- ↳ Achieved sales growth and profit growth at more than twice the industry rate.
- ↳ Set up and executed operating and five-year strategic plan resulting in 30% improvement in return on invested capital that turned division into positive economic value contributor.
- ↳ Implemented "Operational Excellence" program that reduced errors by 60%.
- ↳ Collaborated with advertising agency on marketing campaigns and executed 7 brand rollouts.
- ↳ Recipient of CEO award for "Most Profitable District" and "Highest ROIC" for a business unit

#### **Vice President of Finance, 1999-2000**

Oversee finances of 7 distribution centers covering 10-state region. Developed financial policies and procedures that improved overall operational effectiveness. 7 direct reports, 75 indirect reports.

- ↳ Helped the organization achieve 15% sales growth with a 20% profit improvement.
- ↳ Reduced working capital by 5 days resulting in \$30M in increased cash flow.
- ↳ Re-organized finance department into two groups, transactional and value added services, that reduced annual expenses by 30% and provided more focused value added analytical work.
- ↳ Led company-wide re-engineering efforts achieving \$30M in increased profitability, at request of CEO.

# GEORGE DECATUR

Page Two

---

SMITH COMPUTER CORP., Houston, TX

Publicly traded leading global provider of personal computers and enterprise solutions with revenues of \$7B.

**Director of Internal Auditing**, Headquarters and Latin American Regions, 1998-1999

Promoted by CFO to serve on M&A review team ensuring smooth integration of ABC Corp. and DEF Computer Corp with focus areas of corporate headquarters and Latin American regions. Provided operational and financial risk assessment, process improvements, and special projects. Implemented flash report for audit committee and executive team. Enhanced audit scope to include assessment of execution on strategic directions. Contracted audit work to local audit firms, managed 4 to 5 audits simultaneously.

- ↳ Facilitated change in audit model to an "outsourced" audit process, cutting the audit budget by 25% while increasing the number of reviews performed.

**Director of Finance**, Networking Products Division, 1996-1998

Integrated two acquired companies with direct distributor relationships to form new product division that ultimately grew to \$1 billion in revenue. Managed branding efforts and 14 product launches of new products building on brand identification strategy. Facilitated creation and execution of operating plan and five-year strategic plan. 5 direct reports and 20 indirect reports.

- ↳ Created mechanism to track individual product profitability and to ensure that products were delivered on time and under budget.
- ↳ Functional team leader in the implementation of new integrated operating system, SAP.
- ↳ Achieved highest growth rate in company and grew revenue at twice the market rate.

MYERS DEMEXICO, Monterrey, Mexico

Joint Venture between GHI Steel and MexSteel for the purpose of distribution and further processing of steel, aluminum, plastics and other materials in Mexico and Latin American countries.

**Chief Financial Officer**, 1994-1996

Formed the company by acquisition and merger of five companies. Led new SAP operating system implementation linking warehouses together. Secured line of credit with three banks totaling \$30 million, managed investments of \$15 million, and daily cash flow of \$2 million. 5 direct reports, 70 indirect reports.

- ↳ Achieved profitability by the third full month of operation.
- ↳ Drove partner payback on their investment within 2 years, one year ahead of schedule.

Other positions held - GHI STEEL, Chicago, IL, **Senior Analyst, Financial Planning and Analysis**, 1992-1994; Analyst, 1990-1992

---

## EDUCATION

---

MBA in Finance and Accounting, Wharton School of Finance, Philadelphia, PA, 1994

BS in Business Management, Northwestern University, Evanston, IL, 1990