

# JENNIFER P. SMITHSON

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## CHIEF FINANCIAL OFFICER

*Mergers & Acquisitions • Strategic Planning • Team Leadership*

C-Level financial executive with expertise leading financial operations and strategy in multi-billion-dollar organizations. Demonstrated dynamic leadership and transparency in turnaround environments, building high-performing teams to drive progress towards organizational objectives. Expertise in developing and implementing strategies, especially in mergers, acquisitions, and divestitures to maximize long-term financial performance.

### Core Competencies

Organizational Leadership • Budgeting & Cost Management • Productivity Improvements • Financial Modeling • Contract Negotiations • Forecasting • Profitability Assessments • Financial Reporting • Growth Strategies • Strategic Planning • Team Development • Financial Operations & Systems • Corporate Integrations

### Performance Highlights

- **Led business unit's \$35M sale** via writing financial aspects of offering memorandum and presenting details to potential investors. Advised in legal negotiations to finalize contract terms.
- **Reduced annual operating costs by \$15M** after modeling new financial scenarios and conceptualizing new go-to-market and customer acquisitions strategies.
- **Coached and mentored 6 employees to senior-level roles** in 3 years to implement development strategy.

## FINANCIAL LEADERSHIP EXPERIENCE

**LEADING ELECTRIC CORPORATION**, Atlanta, GA

20xx – 20xx

*Chief Financial Officer (20xx – 20xx)*

Provide fiscal leadership of external reporting, tax, and risk management functions for one of the largest regional providers of electricity and natural gas. Lead financial due diligence for corporate mergers, acquisitions, divestitures, and integrations, while also advising legal team to finalize negotiations. Initiate strategy to reduce overall operating expenses and revitalize organizational structure. Evaluate new financial technologies and systems for implementation.

### Mergers, Acquisitions, Divestitures, & Integrations

- **Led business unit through significant growth**, from initial \$200M to current \$1B+ in revenue, adding \$400M acquisition, \$300M acquisition and \$200M internal business unit.
- **Directed business unit's \$35M sale** via writing financial aspects of offering memorandum and presenting details to potential investors. Advised in legal negotiations to finalize contract terms.
- **Managed team of 12 analysts to conduct thorough financial due diligence** on 7 completed acquisitions as well as 5 potential acquisitions. Presented team's recommendations to leadership team to support decision-making.
- **Conceptualized new staffing plan** for financial business unit to integrate 30+ acquired employees. Minimized overlap in roles and responsibilities by reorganizing entire team, resulting in only 3 layoffs.

### Cost-Savings Initiatives

- **Reduced annual costs by \$18M** by modeling financial scenarios of the cost to acquire new customers and recommending revised go-to-market strategy.
- **Saved \$10M+ in potential taxes** through accounting and tax treatment in support of business unit divestment.
- **Established centralized risk management team** of 7 professional staff to save \$5M in one fiscal year.

### New Vendors, Systems, & Technologies

- **Coordinated project to transition external accounting vendor**; evaluated and selected new accounting firm and conducted re-audit of most recent fiscal year.
- **Generated \$1M in cost savings** after managing \$3.3M new platform to integrate 5 financial systems of 3 separate businesses to 1 centralized platform.

**Director of Finance** (20xx – 20xx)

Supervised team of 17 professionals, reporting to Chief Financial Officer. Managed external audits, lender and board reporting, and transaction processing functions.

**Project Management**

- **Led accounting group reorganization after acquiring 2 companies.** Created new organization structure for 17 staff by appropriately aligning skills with position objectives and effectively integrating new staff.
- **Integrated new Oracle software across 4 business units,** including reviewing platform specifications, overseeing staff training, and serving as internal subject matter expert.

**Financial Reporting & Modeling**

- **Directed financial reporting in connection with sale of 2 businesses for \$325M,** including spearheading diligence matters and net working capital negotiations.
- **Prepared financial components of offering memorandums** for bond and equity fund raisings with aggregate value of \$130M in partnership with general counsel, investment bankers, and external attorneys.

**Team Leadership**

- **Coached and mentored 6 employees to senior-level roles** in 3 years to implement company-wide employee development and growth strategy.
- **Devised and implemented new employee on-boarding protocol** to equip new staff with knowledge and skills necessary to support both individual and company-wide progress towards mission and goals.

**BEST SOFTWARE, LLC,** Atlanta, GA

20xx – 20xx

**Comptroller**

Maintained company financial records, including A/P, A/R, and bank statements. Reconciled and balanced accounts with accuracy, and managed payroll activities for staff of up to 78 employees. Recorded cash receipts in internal accounting software, monitored fixed assets, and managed invoices. Prepared and maintained operating budgets totaling \$6M+, issued financial statements, and prepared tax reports per established protocols. Supervised staff of 9 accountants and financial professionals, including creating staffing plans, hiring, and conducting performance reviews.

**New Systems & Processes**

- **Sourced, assessed, and implemented cloud-based storage system** to centralize records and drive efficiency.
- **Redesigned in-house accounting system** to assure compliance with updated accounting standards.
- **Led internal audit** to identify weak controls and recommended action plan to senior management.

**Liaise with Internal & External Stakeholders**

- **Completed and passed 5 federal and state audits with no findings or concerns.** Directed team to gather appropriate records and served as primary point-of-contact with auditing staff.
- **Presented financial records to board of directors,** responded to inquires, and provided follow-up details.

<b>EARLY CAREER EXPERIENCE</b>
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**Senior Accountant, SPECIALIZED HOMEWARES, LLC,** Atlanta, GA

20xx – 20xx

**Certified Public Accountant, SMITHSON INSURANCE SERVICES, LLC,** Atlanta, GA

20xx – 20xx

<b>PROFESSIONAL AFFILIATIONS &amp; AWARDS</b>
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**VOLUNTEER OF THE QUARTER,** Street Elementary School, 20xx • **ACTIVE MEMBER,** American Association of Finance and Accounting, 20xx – 20xx • **EMPLOYEE ON THE RISE AWARD,** Specialized Homewares, LLC, 20xx • **BOARD MEMBER,** Roswell Chapter, Make-a-Wish Foundation, 20xx – 20xx

<b>EDUCATION &amp; CERTIFICATIONS</b>
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**MASTER OF BUSINESS ADMINISTRATION (MBA),** University of Georgia, Athens, GA

**BACHELOR OF BUSINESS ADMINISTRATION (BBA), Major - Accounting,** University of Georgia, Athens, GA

**CERTIFIED PUBLIC ACCOUNTANT,** 20xx – 20xx