

ANDREW JOSEPH SIMS

PROFILE

Collaborative and results-driven financial executive with 25 years of progressive experience in accounting, treasury, and strategic business decision-making. Skilled at fostering growth in dynamic, fast-paced environments through effective team leadership, mentoring, and development. Adept at translating complex financial data into actionable insights to drive organizational success and achieve strategic goals. Excels as a strategic partner to leadership in growth-oriented companies.

PROFESSIONAL EXPERIENCE

Caldwell & Gregory Manakin Sabot, Virginia 2018 – present

Chief Financial Officer

- CFO for a private equity-backed, market-leading provider of common area laundry facilities, generating ~\$85 million in revenue with 14%+ CAGR over the past five years across 31+ states.
- Architected and executed comprehensive growth strategies for rapid expansion and operational scalability.
- Fostered a high-performing team through mentorship and development, enhancing collaboration and aligning team goals with organizational growth objectives.
- Communicated complex financial insights to investors, private equity partners, and executive stakeholders, driving alignment on strategic initiatives.
- Championed process improvements to enhance EBITDA performance, increase operational efficiency, and ensure budget alignment.

Key Achievements:

- Enabled 14%+ CAGR over six years, expanding the company's footprint to 31+ states and strengthening its market leadership.
- Successfully executed two private equity transactions, positioning the company for long-term growth and value creation.
- Spearheaded strategic acquisitions, significantly increasing market share and operational efficiency.
- Transformed financial, IT, and operational processes, driving sustainable profitability and scalability.

C.W. Wright Construction Co. Chester, Virginia 2016 – 2018

Chief Financial Officer

- Executed the company's financial and human resources strategies and managed financial controls and accounting procedures.
- Provided timely, accurate analysis of budgets and financial reports to assist the President and other executives with their responsibilities.
- Managed budgeting and long-term financial planning process.
- Provided strategic financial input and leadership on decision-making issues.
- Maintained speed and accuracy of billings and customer payments.

Lumber Liquidators Holdings, Inc. Toano, Virginia 2007 – 2016

Vice President, Controller

- Directed the financial functions for a high-growth retailer with 375+ stores and annual sales of \$1 billion.
- Led the financial function through the initial public offering in 2007.
- Supported the CFO and was responsible for the operations of the accounting team, sales audit function, accounts payable, inventory cost team, and day-to-day treasury management.
- Managed a staff of twenty-five across multiple departments.
- Developed, staffed, and trained the finance function to meet the increased demands of a fast-growing company.

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- Successfully directed the accounting team through SAP implementation, including software selection, requirements development, testing, and go-live.
- Developed and coordinated the accounting for international expansion to Canada, China and vertical integration.
- Implemented and continually refined the accounting control structure, including compliance with Sarbanes Oxley 404; coordinated numerous companywide policy implementations; and served on many cross-functional project teams.
- Assisted with the restructuring of the corporate entity, including the establishment of a holding company and multiple subsidiaries.
- Other key accomplishments include: Designing and implementing a company-wide weekly forecasting process. Served as a core team member for our \$100 million credit facility, implemented consolidation software, and supported due diligence activities.

AMF Bowling Worldwide, Inc. Mechanicsville, Virginia

2005 – 2007

Assistant Controller

- Oversaw the consolidation of the worldwide financial statements and general ledgers for over 360 US bowling centers and international subsidiaries.
- Responsible for SEC financial reporting, including Forms 10-K and 10-Qs, as well as financial slides for the board of directors reporting.
- Researched, analyzed, and implemented accounting for new transactions and pronouncements.
- Coordinated auditor's quarterly reviews and annual audits.

Dominion Resources Services, Inc. Richmond, Virginia

2001 – 2005

Accounting Specialist, Accounting Controls Group

- Coordinated the implementation of the Sarbanes-Oxley 404 Project, utilizing over 350 participants and 70,000 hours across the United States and Canada.
- Served as a core team member, facilitating the documentation, testing, and certification efforts.
- Developed and communicated project scope, project methodology, and team deliverables.
- Analyzed and developed company positions for all emerging SEC guidelines.

Lead Accountant, Financial Reporting, and Accounting Research.

- Coordinated corporate-wide implementation of new accounting standards.
- Researched and analyzed proposed accounting pronouncements and regulatory guidelines.

Massey Energy Company, Richmond, Virginia

2000 – 2001

Manager, Financial Reporting

- Assisted with spin-off from Fluor Corporation.
- Developed Massey's SEC financial reporting systems, including the Annual Report, 10k, 10q, and auditor's quarterly review package and annual audit schedules and explanations.

Ernst & Young L.L.P., Columbus, Ohio

1998 – 2000

Audit Manager

- Provided audit, accounting, and business consulting services to clients of Ernst & Young's Retail, Distribution, and Manufacturing Industry.

EDUCATION

Bachelor of Science in Accounting

Le Moyne College, Syracuse, New York