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Finance Transformation | FP&A & Controllershship | ERP Implementation | M&A & Capital Strategy | PE-Backed Growth

CFO | SVP Finance & Controller

Commercially fluent finance executive with 20+ years of hands-on leadership across energy, industrial, manufacturing, and retail.

Value Proposition. Positioned at the intersection of financial strategy and operational execution, with a track record spanning \$2B+ in upstream spend stewardship at ExxonMobil, ground-up FP&A build-out at a privately held family enterprise, and fractional CFO engagements across PE-backed organizations. Career defined by one constant: translating financial complexity into business clarity. Specializes in building the infrastructure, teams, and governance frameworks to transform finance functions from reactive cost centers into trusted strategic partners, with a career record spanning full-cycle ERP implementations, global controllership, M&A integration, and \$50M+ in documented cost recovery and savings. Builder-leader with deep technical finance expertise and business operator instincts to drive sustained enterprise value.

"The finance executive operators call when the numbers need to make sense, and the business needs to move."

Career Highlights: Results Exceeding Expectations

- ✓ **Directed \$50M+ in cost savings at Walmart** by negotiating global supplier contracts and streamlining financial planning for a \$2B international technology and eCommerce portfolio spanning North America, LATAM, and Asia.
- ✓ **Recovered \$25M+ in claims as ExxonMobil Audit Advisor** through proactive contractor and joint venture negotiations, while strengthening the joint interest audit framework and commercial governance across upstream assets.
- ✓ **Led SAP implementation for \$6B in LNG and Deepwater projects at ExxonMobil**, directing 50+ project resources and transitioning 200+ global affiliates to compliant US GAAP and IFRS financial reporting structures.
- ✓ **Partnered with commercial and sales teams as Fractional CFO at NOW CFO** to accelerate accounts receivable collections and improve cash inflows by \$4M, while standing up ERP infrastructure for PE-backed entities.

Select Competencies

Financial Planning & Analysis (FP&A) | Controllershship & US GAAP | Strategic Planning | ERP Implementation (SAP, NetSuite) | Cash Flow Management | Budgeting & Forecasting | M&A Integration | IFRS & ASC 842 | Cost Reduction & Optimization | Capital Allocation | Financial Modeling | Risk Management & Compliance | PE-Backed Environments | Joint Venture Accounting | SEC Reporting | Team Leadership | Business Intelligence (Power BI, Tableau)

Executive Career History & Highlights

NOW CFO, Houston, TX • 2025 – Present

Nationally recognized fractional CFO & accounting firm providing on-demand finance leadership to PE-backed businesses.

Management Consultant / Fractional CFO & Controller

Serve as a strategic finance partner and fractional CFO for PE-backed and family-owned businesses ranging from \$10M to \$100M+, providing hands-on leadership across financial infrastructure, ERP modernization, and capital strategy.

- ✓ Trusted advisor to business leaders driving EBITDA growth through cash governance, capital project modeling, and M&A execution support across deals from \$5M to \$100M+.
- ✓ Improved cash inflows by \$4M by partnering with commercial and sales teams to restructure customer agreements and accelerate accounts receivable collections.
- ✓ Executed ERP migration to NetSuite and Business Central, strengthening global reporting compliance and financial transparency for multi-entity portfolios from \$20M to \$100M+.
- ✓ Built financial infrastructure and investment discipline frameworks for \$8M+ in OEM and project negotiations, enabling clients to engage from a position of fiscal strength.

King Ranch Incorporated, Houston, TX • 2024 – 2025

Multinational, privately held family enterprise with diversified holdings spanning agriculture, hunting, tourism, and natural resources.

Corporate Finance & Strategy Director

Led FP&A and business intelligence strategy for a multinational, privately family-owned enterprise, building the financial evaluation and capital allocation capabilities needed to support new ventures and strategic growth initiatives.

- ✓ Designed capital expenditure models for \$45M+ in growth initiatives, balancing exploration risk with return thresholds across a diversified asset portfolio.
- ✓ Implemented OneStream reporting solution and developed AI-powered market intelligence reports using Bloomberg for KPI benchmarking and competitive positioning.

Walmart Incorporated, Bentonville, AR • 2022 – 2024

Fortune 1 global retailer operating more than 10,500 locations across 20 countries with \$650B+ in annual revenue.

Commercial Director, Global Technologies & eCommerce

Directed global strategic planning, reporting, and cost analysis for \$2B in operations across North America, LATAM, and Asia, partnering with senior executives on investment execution, supplier negotiations, and financial model development.

- ✓ Delivered \$50M+ in cost savings through supplier contract negotiations and strategic investment planning in partnership with global technology executives.
- ✓ Improved monthly forecast accuracy to 95%+, enabling timely management decisions across international operations.
- ✓ Developed financial models supporting \$200M+ in capital project funding and managed complex enterprise SaaS and inventory spend portfolios.

ExxonMobil Corporation, Houston, TX • 2007 – 2022

One of the largest energy companies, with operations spanning upstream, downstream, and chemical segments across 60+ countries.

Senior Controller, Upstream • 2020 – 2022

Led month-end close, US GAAP reporting, forecasting, and annual budgeting for \$2B+ in upstream spend, serving as a finance leadership partner across 25+ countries, stewarding commercial contract alignment and global personnel matters.

- ✓ Delivered 2% operational efficiency improvements (\$40M in savings) by partnering with cross-functional executive leadership across international upstream operations.
- ✓ Aligned \$0.5B+ in commercial contracts with Delegation of Authority and controls, supporting international ventures with accurate financial governance.
- ✓ Resolved confidential matters for 1,500+ global personnel and led rollout of Contract Management procedures in collaboration with Engineering, HR, Geoscience, and Law.

Earlier Roles at ExxonMobil Corporation • 2007 – 2020

Senior Finance Systems Manager, Upstream Business Projects (2019-2020) | **Senior Finance Manager**, Downstream & Global Business Services (2018-2019) | **Business Analysis Manager**, Midstream & Marine (2016-2018) | **Audit Advisor**, Upstream Production & Joint Interest (2014-2016) | **Business Services Manager**, Global Business Services (2012-2014) | **Expense Advisor**, Planning Manager, Financial Analyst (2007-2012)

- ✓ Directed 50+ project resources to streamline financial reporting and forecasting for \$40B+ in annual spend; spearheaded \$6B SAP launch for LNG and Deepwater projects, enabling real-time exploration economics tracking.
- ✓ Recovered \$25M+ in claims through contractor and JV partner negotiations as Audit Advisor while strengthening joint interest governance across upstream assets.

Early Career History

BP, Houston, TX & Trinidad - Project & Facilities Engineer (2000 – 2005)

Education

Master of Business Administration (MBA) | Rice University, Jesse H. Jones Graduate School of Business

Bachelor of Science, Mechanical Engineering | University of the West Indies, Trinidad

Master's Certificate in Project Management | George Washington University / ESI International

Project Management Professional (PMP) | Certified Treasury Professional (CTP)

Jones Scholar & Keenan Fellowship Recipient, Rice University | Trinidad & Tobago National Science Scholarship