

STAN WILLIAMS

Finance & Operations Executive | Growth Catalyst | Valued Leader & Mentor

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SERVICES & RATES

- Monthly CFO (via NexEquity)
- Start-ups (from) \$3,500
 - SMBs (from) \$6,500
 - F/T: Negotiable
- Pricing: \$135/hr
DOD ICE Model: \$7,000+
DOD Sales Leaders: \$250+/hr

CORE COMPETENCIES

- Finance & Accounting Operations Management (GAAP & IFRS)
- Turnaround Management
- Cost Control/Reduction & P&L Management
- Enhanced Efficiency & Productivity
- Team Building and Leadership
- Global Client Management
- Contract Negotiations & Management
- Budget Development and Oversight
- Profit and Revenue Optimization
- Financial Modeling & Data Analysis
- Staff Training and Development
- DCAA / Compliance / Process Improvements
- Full-Cycle Project Management
- PBR, Incurred Cost (ICE) Preparations
- Strategic Planning / Forecasting
- FPR&A
- Dashboard development
- M&A Sourcing & Due Diligence
- Board Advisory
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INDUSTRIES SERVED

Government Contracting / Aerospace
Manufacturing / R&D / Technology
Staffing – Placements / SaaS
SaaS / Consulting / AI / Service
Medical / Comm Health & Wellness
Commercial Banking / M&A
HR / Comp Surveys / Machine Learning

PROFESSIONAL PROFILE

Financial Executive with extensive experience across a suite of accounting and fiscal operations, lead and support M&A activities, including large-scale risk assessment, financial planning, short- and long-term corporate growth strategies, banking operations, accounts payable (A/P) and accounts receivable (A/R), and revenue growth through the successful execution of strategic process improvements.

High achiever in managing all aspects of multi-billion-dollar budgets and allocating resources to exceed service delivery and profit. Client-driven change agent experienced in establishing and implementing organizational goals and objectives, managing change, and designing successful service delivery strategies. Strong focus on Cash Flow, funding investments and providing cash lines for growing operations.

Calculated executive leader who effectively meets goals through strong leadership, interpersonal communication, and analytical abilities.

WORK EXPERIENCE

NEXEQUITY LLC dba WILLIAMS & CO., Annapolis, MD 2018 - Present
Fractional CFO, Controller and Business Consultant

Delivered high-level consulting Services to C-level clients, including Controller, Accounting Management, Operations Management, Strategic Supply Chain Sourcing, Rates & Factors Development, Executive Management Augmentation, Market Surveys, Market Identification, SAP / IFS Migration, Strategic Sourcing, Cost Reductions, Proposal Management, Accounting & Financial Statement Improvement, transfer pricing, network security planning, equipment financing and international office expansion.

- Provided consulting services to a large Aerospace manufacturer in the Midwest on Supply Chain improvement, proposal management and supplier negotiations. After one week with the team on-site, was asked to lead the SCM proposal efforts to reduce the subcontracts by 15%-20% while increasing the Small and Disadvantaged content to 23% on a \$6B-8B must-win proposal.
- Led strategic turnaround (-\$450K NOI in 2020 to profitable \$573K NOI in 2021 by instilling P&L awareness, disciplined high margin contracting and cost cutting.
- Analyzed operating and financial trends to identify opportunities and to improve efficiency and make company financials IFRS & GAAP and FAR Compliant.
- Instilled accounting operational discipline by practices for revenue recognition (ASC606), lease accounting (ASC 842) and acquisition costs (ASC 805-50).
- Subject matter expert for developing and analyzing cash flow models and assess all financial program variables including taxes, insurance, and local industrial bonds.
- Worked with an international law firm to assist in providing legal advice to client regarding the development of a potential new indirect rate structure and calculation of indirect rates (DCAA Compliant) as well as manage and oversee the preparation of their long-term cost proposals in the US and Australia.

KEY ACCOMPLISHMENTS

- Executed successful M&A transactions with Private Investment & Private Equity companies including due diligence, valuation, deal structuring, and integration planning. A proven ability to identify and evaluate potential acquisition targets, assess risks and opportunities, provide investment financing, and lead negotiations.
- Produced hiring strategies for International Home Office: Group Accountant, Controller, EA, Finance, IT Manager, SAP BW / FICO Consultants. Saving 25% hiring costs on each employee.
- Working expansion strategy to grow orders and revenue from \$35M to \$100M in five years for manufacturing client.
- Located/closed \$10M in expansion funding which included a business acquisition, construction loan and \$3M in equipment financing (all non-recourse to foreign owners/trusts).
- Consultant to AI development company to analyze and improve cash flow software.

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REPRESENTATIVE CLIENTS

Sierra Nevada, Intercax, nextSource, Ferra Aerospace, NACON/Syndicus, SMJ Drones, Freedom Health & Wellness, RTL Networks, Symphony Media AI, Charge It Mobile, Crowned Grace Int. & others.

AWARDS & HONORS

- **2004 - 2006:** Employee Performance Awards (Unrestricted Common Stock)
- **2006 - 2018:** Numerous internal performance awards and paid annual / long-term incentives
- **2018 - Present:** Small business mentor to Investors and Tech Companies
- **2007:** NSA - Special Citizen Recognition Award for (pro bono) ad hoc financial system design and training provided to mission analysts.

TECHNICAL SKILLS

SAP, IFS, Costpoint, Pro-Pricer, NetSuite, Unanet, QuickBooks, Paycom, Office365 & Project, MCPS, Dropbox, SharePoint, etc.

PERSONAL SKILLS

- Hands on Management Style
- Attention to detail
- Exemplary written and oral communication skills
- Effective Trainer
- Self-motivated
- Entrepreneurial
- Problem Solving
- Analytical

EDUCATION HISTORY

UNIVERSITY OF BALTIMORE, MD

- Bachelor of Science in Business Administration and Accounting

EXPERIENCE Continues

TERMA NORTH AMERICA INC., Arlington, VA Vice President/Chief Financial Officer

2006 - 2018

Brought on to strategically startup the US headquarters, engineering, maintenance depot and R&D center of excellence for the US defense markets, serving as a key business partner directly to the Executive Management leaders.

- Oversaw daily operations and budgets of the regional business area and its departments which included information technology, finance, human resources, contracts, accounting, supply-chain management, pricing, import/export, and business management teams with more than 25 overall staff.
- Established financial strategies, set operational, policies, enhanced cost controls, developed financial accounting and reporting systems, and forecasting models.
- Successfully led system implementations and updates, expense initiatives, and process improvements by partnering cross-functionally to coordinate people and resources to bring projects to completion.
- Developed and executed short- and long-term growth plans and direct program execution to optimize potential earnings and critical performance measurements.
- Regularly analyzed industry trends, past performance, key performance indicators, and the market scenario to identify operation drivers, establish internal objectives, and measure enterprise effectiveness.
- Implemented cost reductions through the elimination of wasteful expenses, improvement in process efficiencies and formal budgeting practices.

KEY ACCOMPLISHMENTS

- Successive promotions CFO (2011-2018) / Director of Business Mgmt.-Controller (2009-2011) Finance Manager (promoted) (2006-2009).
- Grew 13-person company with \$1M in annual revenues into \$60M in orders and \$45M+ in revenue within six years and within ten years: \$230M in orders and \$135M in US-based revenue.
- Led turnaround efforts for SaaS and Staffing firms. Turned significant losses of - \$450K+ losses in 2019 and 2020 into \$750K NOI in 2021. Successfully reduced / eliminated debt installed bi-monthly evaluation on metrics to improve cash flow and gross margins; disciplined partnerships that paid within terms and renegotiated terms with customers; inserted business development process goals to only accept high/er margin business; reduced employee turnover and overhead costs.
- \$3B+ in proposal leadership (and Cost Lead) in wins. Responsible for “Cradle-to-grave” management of these contracts including supply-chain solicitation process.
- Fully supported customer’s proposal audits which often lead to less than 2% reductions in prices from USG and Primes. Generally achieved, through negotiations, 12%-15% profit levels (35%-50% margin) in hardware/equipment sales by supporting risk profiles (foreign exchange, software integration, test and development risk).
- Improved Cash collections (17-28 days for 80% of customers) / Held primes to <45.
- Led ERP installations (IFS & Prophix) with IT and Business Transformation depts.

RGII TECHNOLOGIES INC., Annapolis, MD

2004 - 2006

Business Manager (Pricing, Contracts, Marketing)

- Manage all corporate proposal, pricing, market development and finance functions and drive process and efficiency improvements to prepare company to be sold.
- Implemented industry-based and competitive pricing methodologies for all existing and new product launches, eliminating delays caused by pricing concerns.
- Led all pricing team and cross-functional activities guaranteeing on-time completion of costing/pricing. Served as backup technical proposal manager.

KEY ACCOMPLISHMENT

- Transitioned company into competitive large business sector before eventual sale to Maximus.