

ANDY SHANNON

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Results oriented Director with comprehensive financial and purchasing backgrounds seeking an opportunity in an employee-empowered, customer-focused organization

SUMMARY OF QUALIFICATIONS

A distinguished Director with a diverse range of value-adding expertise in multiple industry settings. Proven history of financial, acquisition, purchasing, labor, sales and process management. Consistently shows departmental improvement across multiple KPIs with an ever-present eye on the bottom line and waste reduction. Solid management skills, capable of leading and motivating employees and fellow Managers to maximize company efficiency. Quickly builds mutually beneficial relationships and trust with co-workers, customers and vendors to maximize retention, profitability and company integrity.

AREAS OF EXPERTISE

- Complex financial modeling
 - Budgetary control and variance analysis
 - Acquisition financial and operational due diligence
 - P&L, balance sheet and cash flow forecasting and analysis
 - Month-End closing process and reporting
 - Production planning/scheduling
 - Employee hiring, training, accountability and coaching
 - Expert level Microsoft Excel skills
 - Creation and implementation of improved business processes and systems
 - Vendor management and accountability
 - RFI, RFP & RFQs
 - Logistics management
 - Complex problem resolution
 - Critical and analytical thinking
 - Business development and growth strategies
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PROFESSIONAL EXPERIENCE

Dalyte, Denver, CO (PE owners are selling. Sr. Mgmt. is not being retained) 2018 - Current

Director of Finance

Reporting to the CEO, direct the day-to-day finance and accounting operations for a leading provider of skylights/daylighting solutions with \$21 Million in annual revenue. Lead six accounting/administrative employees (both local and remote) while being fully accountable to a Board of Directors for all financial reporting, projections and acquisition due diligence/company migration.

Achievements:

- Responsible for acquisition financial and operational due diligence, accounting and other business system migrations for two acquisitions moving company annual revenue from \$7 Million in 2018 to approximately \$21 Million in 2019. Highly reliant on complex Excel financial models.
- Semi-annual 6+6 budgeting/reforecasting implementation with forecasted consolidated company P&L, balance sheet, cash flow and bank covenants.
- Designed and automated financial, sales, operations and company KPI dashboard with weekly reporting.
- Ongoing manufacturing production planning and scheduling
- Board of Directors/Investors reporting package preparation and presentation.
- High-level month end close, monthly audit of key accounts, financial statement review.
- Built Microsoft Excel Estimating Engine to alleviate inconsistent quoting methods concerns and increasing our closing conversion rate by 12%.

Direct Sign Wholesale, Denver, CO

2013 - 2018

Director of Accounting and Purchasing

Reporting directly to the CEO, responsible for overseeing day-to-day front office operations (excluding sales) of the largest wholesale channel letter manufacturer in North America with annual sales of \$20 Million. Lead, motivate and hold accountable a team of 12 employees including two subordinate managers in Accounting/Payroll, Human Resources, Estimating, Purchasing, Project Management and Shipping departments.

Achievements:

- Managed and adapted Accounting/Finance/Purchasing functions through company growth from \$11M to \$20M+ in annual sales.
- Ongoing manufacturing production planning and scheduling
- Reduced customer average days to pay by 11 leading to a year-over-year cash flow increase of \$800,000.
- Negotiated early payment discounts with key vendors leading to a \$200,000 reduction in raw materials costs in 2017.
- Through vendor management and implementation of a kanban inventory control and purchase order system, decreased raw material costs by \$550,000 in 2016. Continued savings momentum in 2017 through vendor accountability via Q1/Q3 material RFQs which saved \$350,000.
- Zero manufacturing downtime due to lack of raw materials in 2015, 2016 and 2017.
- Collaborated with Operations Manager and freight carriers to minimize shipping claims. Sole decision maker and source of accountability for LTL and direct truck freight carriers.
- Member of Change Management Team responsible for implementing process changes allowing for a 60% reduction in time from customer order to shipping of product thereby increasing the company revenue by 30% in 2016.
- Solely responsible for a complete overhaul of manufacturing documents and production schedule utilizing Microsoft Excel allowing a 35% decrease in production errors in 2017.
- Liaison between distinct front office and production operations departments.

Geo Tactical Solutions, Carlsbad, CA

2009 - 2013

Military Business Development Manager

Reporting directly to the CEO, led the day-to-day sales and business development of military operations for a leading provider of photo-intelligence solutions with \$2 Million in annual revenue. Trained and mentored a staff of one inside and one outside sales rep.

Achievements:

- Personally closed approximately \$3.5 Million in contracts.
- Single source of management for the company's military sales efforts from initial contact (cold calling) through contract receipt.
- Briefed military units on system capabilities at military bases and trade shows.
- Led competitive product pricing and margin analysis. Designed and implemented the Microsoft Excel pricing analysis tools.

Other Positions Held – Accounting Manager, Direct Sign Wholesale - Land Acquisition/Financial Analyst, KB Home - Corporate Controller, Ricochet Networks - Accounting Manager, Xpedx - Financial Analyst, Product Development Corporation

EDUCATION

Bachelor of Science in Accounting, University of Wyoming, 2000