

# MARTIN BYRNE, MBA / CPA

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## EXECUTIVE SUMMARY

Hands-on finance executive with leadership experience in finance and operations across diverse industries, public and private, large and small. Known for providing companies with better understanding and more control over their financial condition. Accountable for operations from \$60 million to \$500 million.

## CORE LEADERSHIP COMPETENCIES

- Financial & Accounting Management
  - Board Presentations and Relationships
  - Mergers / Acquisitions / Divestures
  - Financing Arrangements
  - Working Capital / P&L / Cash Flow
  - Strategic Planning & Budgeting
  - International Business
  - Key Performance Indicators (KPI's)
  - "Big 4" & Private Equity Experience
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## PROFESSIONAL EXPERIENCE

### PROJECT MANAGEMENT/CONSULTING

2012 - Present

Providing financial oversight and guidance to small and mid-size privately held companies. Industries include manufacturing, consumer goods, and property management. Areas of focus encompass all levels of financial management including M&A activity, board presentations, operating reports, credit agreements, budgeting, forecasting, and tax and audit support.

- Created conditionally formatted model to forecast and monitor debt covenant compliance.
- Established opening balance sheet for \$300 million acquisition, including goodwill and inventory valuation.
- Refined budgeting procedures and created standardized process and templates to increase accuracy and monitor performance

### AMERIHEALTH NEW JERSEY – Cranbury, NJ

2010 -2011

*Health insurer with \$600 million in revenues – subsidiary of Independence Blue Cross*

#### Senior Director - Finance

Directed budget process, strategic plan and ad-hoc reporting. Partnered with various corporate functions (HR /Actuarial/ Investments). Presented financial information to CEO monthly and Board of Directors quarterly. Managed seven individuals.

- Financial lead on successful lease negotiation in order to consolidate multiple offices. Annual savings of \$500k.
- Member New Jersey Small Employer Health Benefits Program Finance & Audit Committee.

### BRAND PROPERTY MANAGEMENT – Neptune, NJ

2009-2010

*Privately held provider of property management and maintenance services to commercial and residential property owners*

#### Contract CFO – 1 year contract to restructure company

Directed all financial operations with key focus on cash flow, working capital, cost control, forecasting, and debt restructure.

- \$100,000 saved by restructuring company's debt. Reduced interest cost and eased cash flow burden.
- Consolidated three entities into one, streamlined operations and reduced administrative burden and costs.
- Initiated working capital review that improved receivables collection and cash flows.

### PRECISION PARTNERS – Matawan, NJ

2005-2009

*Private equity owned international manufacturer of precision engineered parts and assemblies with revenues of \$500 million*

#### Finance Director (2006–2009)

Financial accountability for a \$250 million business unit. Partnered with President to develop and implement strategic plan & tactical execution. Initiated manufacturing rationalization plans to maximize profit. Presented financial, operational, and industry information to board of directors and other stakeholders. Identified capital investments to increase profitability. Managed five operating CFOs.

- \$4 million in profits generated by developing and implementing turnaround plan for a UK aerospace company that included improvements in financial reporting, creation of weekly cash flow model, and cost control and rationalization.
- \$1.5 million in profits secured by partnering with President to create and implement outsourcing plan for break-even product.
- \$1 million saved in overhead costs by consolidating three manufacturing facilities into two, reducing excess capacity.

#### Controller – Operations (2005–2006)

Oversaw preparation and distribution of financial statements. Performed financial due diligence for capital investments, verifying payback and market risk. Created key performance metrics and designed reports in order to actively manage working capital, improving financial control and cash flow. Initiated an IT system implementation. Supervised four indirect reports.

- \$4 million profit contribution gained by leading financial due diligence and securing funding for \$20 million acquisition.

**THE MCGRAW-HILL COMPANIES – New York, NY**

2001-2005

*Publicly traded financial services, education, and business information provider with revenues of \$6.5 billion***Senior Finance Director (2004–2005)**

Promoted to manage all financial activities for \$200 million technology group. Accountable for budget, monthly close, forecasting, strategic plan and capital investment. Directed six-member finance team. Presented financial reports to McGraw-Hill C-level management. Liaised with business units and operations on capital investments.

- \$1 million in cost savings generated by initiating benchmark study to identify and secure cost reductions for technology group.
- \$250,000 saved in annual licensing fees by consolidating several software licenses to one master license.

**Finance Director – Construction Information Group (2001–2004)**

\$180 million business unit. Directed strategic plan, budget, monthly close, and forecast process. Ensured compliance with GAAP/SEC requirements. Cut wasteful spending and fostered cost-conscious mentality. Partnered with marketing to determine financial viability of new products. Responsible for compensation plans for sales force of 100+ participants. Managed staff of five professionals.

- \$5 million in costs saved. Partnered with President and implemented headcount reduction, cost control, and outsourcing.
- \$3 million in reduced costs. Developed product profitability model and product rationalization strategies.
- Instituted monthly credit and collections review with sales that improved cash flows and AR collection cycle.

**U.S. INDUSTRIES – Iselin, NJ (*spin-off of Hanson Plc*)**

1995-2001

*Publicly traded manufacturer and distributor of building and consumer products with revenues of \$2.5 billion***Corporate Controller (2000 –2001)**

Responsible for SEC filings. Managed four direct reports. Participated in analyst calls, wrote press releases and transcripts for earnings announcements. Briefed CEO & CFO on key talking points. Reviewed and challenged all capital investment projects

- Financial lead on a \$550 million bond offering. Primary contact with investment bankers, attorneys, and external auditors.
- Established infrastructure and personnel requirements as firm relocated to Florida.

**Division Controller – Hardware and Tools (1999–2000)**

Financial accountability for a \$500 million division. Led annual budget process. Analyzed monthly results in consideration of economic and industry data. Performed due diligence on acquisitions. Prepared cost and capacity analysis for domestic and foreign manufacturing plants to rationalize capacity. Reviewed all capital investments, verifying payback. Managed four operating controllers.

- \$2.5 million in cost saved. Financial lead on initiative that rationalized manufacturing capacity and distribution channels.
- Saved \$600,000 on \$100 million acquisition by identifying improper accounting treatment of consulting fees and inventory.

**PREVIOUS POSITIONS:****U.S. INDUSTRIES (*spin-off of Hanson Plc*)** – Manufacturer and distributor of building and consumer products

- Assistant Corporate Controller (1998 -1999)
- Director Financial Reporting & Analysis (1997-1998)
- Manager Financial Reporting & Analysis (1995-1997)

**HANSON PLC** - Industrial Conglomerate - Fortune 100 Company

- Manager Financial Analysis (1994 – 1995)
- Financial Analyst (1992 – 1994)

**DELOITTE & TOUCHE** - International “Big 4” accounting firm

- Senior Accountant (1991 - 1992)
- Junior Accountant (1988 - 1991)

**EDUCATION / CERTIFICATIONS / ASSOCIATIONS**

- **Master of Business Administration**, Monmouth University, West Long Branch, NJ - 2000
- **Bachelor of Science in Accounting**, Rutgers University, Newark, NJ - 1988
- **Certification: Certified Public Accountant**, New Jersey Board of Accountancy (not in public practice)
- **Beta Gamma Sigma**, international honor society recognizing academic / business excellence
- **Delta Mu Delta**, international honor society in business