

NICKOLAS DARIN

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FINANCIAL EXECUTIVE with more than 20 years of domestic and international experience in distribution, consumer products, manufacturing, and services industries. Performance-driven leader providing breakthrough results in profitability, performance, and cash flow utilizing strategic, hands-on, and participatory management processes. Dedicated executive utilizing keen analysis and insight to enhance customer experiences, drive operational improvements, and implement best practices with the highest level of integrity.

SKILLS & EXPERTISE

Acquisitions & Divestments

Budgeting & Costing

Treasury & Accounting

Management Suite & Boardroom

Supply Chain Management

IT & Technology Utilization

Contracts & Agreements

Profitability & Cost Analysis

Goal Alignment & Metrics

Team Building

Risk Management

Continuous Improvement

PROFESSIONAL HISTORY & ACCOMPLISHMENTS

Chief Financial Officer

2010 - Present

Contract CFO Services – Rochester, MI

Providing high-impact financial management services for challenged organizations & private equity resources for investment opportunities.

- Partnered with newly appointed President, stabilized supply chain continuity and positioned key divestiture liquidity event in core operating unit for transportation manufacturer post-bankruptcy filing.
- Evaluated two middle market PE acquisition opportunities in specialty manufacturing markets, while simultaneously managing collaboration on ROI, growth opportunities, pricing, and financing.

Galls & Quartermaster, LLC – Lexington, KY

\$233M Entity of CI Capital Partners, largest multichannel, full-service retail marketer and specialty distributor of apparel and equipment utilized by public safety departments, private security companies, federal agencies, and military.

- Drove \$1.9M pro-forma EBITDA synergies within first 90 days during platform carve-out from Aramark by organizing and implementing 15 successful multisite integration projects.
- Administered a \$15M operating budget while managing 5 direct reports and overseeing a staff of 51.
- Managed two ABLs (\$27M), a Senior Note (\$9M), and two Mezzanine Notes (\$45M).
- Decreased budgeting cycle time by 50%, introduced dashboard reporting, and eliminated spreadsheet consolidation through the implementation of Prophix, an OLAP consolidation and planning tool.
- Secured a \$40M Tax Shield by performing valuation analysis and implementing fixed asset software.
- Reduced inventory levels by \$900,000 and improved customer experiences through implementing purchasing optimization strategies, reducing backorders by 35%.
- Promoted awareness and profitable bottom-line growth in managed account sales channel by spearheading contract bidding model refinements to include impact of cost of capital and fully absorbed cost factors.
- Secured \$2.7M in opening balance sheet inventory valuation adjustments, utilizing a post-close cross-functional team assessment of marketable on-hand inventory.

Metavation, LLC & Fairfield Casting, LLC – Southfield, MI

\$132M entity of Revstone Industries offering casting, precision-machining, and component assembly to a diverse group of markets.

- Identified \$1.8M of unprofitable product lines in underperforming plants, challenging profitability target-setting in budgeting process, and improved remediation focus on large contract pricing points.
- Administered a \$21M operating budget, while leading a team of 3 plant controllers and 1 senior analyst.
- Increased asset-based cash availability by 22%, instilling ownership and accountability into daily cash flow process through coordination efforts of finance and purchasing teams.
- Instrumental in financially integrating \$45M foundry, including securing \$1.4M synergies via disciplined integration framework collaboratively with corporate staff and plant controller.
- Secured supply chain continuity in collaboration with the VP of operations on concerted improvement efforts by streamlining cash management activities and strengthening operational profitability.

Chief Financial Officer**2006 - 2010***Decoratetoday.com - American Blinds & Wallpaper Factory - Livonia, MI**\$79M entity of Contrarian Capital Management, largest multichannel and direct-to-consumer retailer of name brand, special order window treatments and wall coverings. In Internet Retailer Magazine, ranked #187 (2009) in "Top 500 Listing."*

- Stabilized operating performance, built platform for positive cash flow, secured \$25M tax benefit, and served as catalyst during merger with top e-retailer to form largest e-retailer in product segment.
- Administered an \$18M operating budget while leading 4 direct reports and overseeing a staff of 28.
- Reduced operating costs by \$15M by relocating headquarters to a smaller footprint, rightsizing call center staff with online-order transition to web, and benefits from administration overhead lean reductions.
- Generated \$330,000 in cash flow by renegotiating credit card processing terms with new business partners.
- Realized a gross margin growth of 380 bps by designing strategic discounting programs, expanding private label product offering, and investing in a core product mix.
- Bolstered stakeholder confidence, employee morale, and customer satisfaction through cultivation of high-performance culture based on accountability and continuous improvement.
- Catalyst during successful web deployment initiatives in the Canadian marketplace, by creating a low-cost-to-serve operating model and leveraging existing technology and strategic vendor relationships in the U.S.

Vice President of Finance, Technology & Supply Chain**2000 - 2006***J&L Industrial Supply - Southfield, MI**\$300M division of global market leader Kennametal and largest specialty distributor of metalworking products and supplies.*

- Instrumental in sale to MSC Industrial at 11.3X EBITDA, generating \$220M pretax gain via successful repositioning and turnaround of an unprofitable division.
- Administered a \$30M operating budget and led 5 direct and 80 indirect reports across the U.S. and the U.K.
- Stabilized a deteriorating business platform, reducing operating expenses by 21%, delivering a 36% decrease in working capital, and increasing cash flow by \$17M through A/R securitization program.
- Increased return on assets by nearly 500% from 6.2% to 28.8% by improving return on sales from 3.1% to 11.6%, reducing working capital from \$70M to \$45M and monetizing idle assets.
- Improved customer experience through near-perfect line fill rate of 99%, order fill rate of 97% for 145,000 stockable SKUs, while nearly doubling inventory turns 2.3x to 4.3x.
- Restored double-digit EBIT to unprofitable division and refocused finance, IT, and supply chain organizations, placing high-energy, technology-savvy, and operational-minded A-players in key roles.
- Led 2 restructuring programs, creating \$15M of benefits, closing 22 satellite locations, a census reduction of 295, SKU reductions of \$3M, and the consolidation of 6 distribution centers.

Controller / Finance Manager / Project Leader / Senior Analyst**1994 - 2000***Cadillac Plastic - Troy, MI**\$430M division of M. A. Hanna, a premier polymer supplier and world's largest distributor of engineered plastic shapes and custom fabricated solutions, operating through 117 locations in 15 countries.*

- Instrumental in strategically positioning and divesting division to global acquirers GE Plastics and ThyssenKrupp.
- Administered a \$12M operating budget and led 5 direct and 40 indirect reports across the U.S. and the U.K.
- Redesigned and launched a Go-To-Market distribution strategy from 100+ brick and mortar retail locations, to a hub and spoke network, utilizing call centers and modeling profitability scenarios with KPMG.
- Eliminated 56 processing centers, consolidated supplier base by 73%, from 11,000 to 2,000, and saved the company \$1.2M by centralizing accounts payable.
- Improved business focus through real-time reporting, eliminated cost redundancies, and supply chain bottlenecks by leveraging Oracle ERP technology-driven productivity and efficiency opportunities.
- Served as the Operations Manager for 14 fabrication/distribution locations, reviewing procedures, processes, internal control, and inventory management during the Oracle ERP rollout.

EDUCATION & CERTIFICATION**Postgraduate Studies in Business Administration:** Kennedy-Western University**Masters of Science in Administration and Organizations:** Central Michigan University**Bachelors of Business Administration in Professional Accounting:** University of Michigan-Dearborn**Certified Management Accountant** - Institute of Management Accountants