

**ALEXANDER J. STAVROLAKIS, MBA CTP** (inactive)

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**SUMMARY**

Senior financial management executive with significant experience in accounting, financial reporting, treasury and corporate finance. Demonstrated ability to add value, improve processes, controls, financial reporting and contribute to the growth of the company with exceptional skill in building teams, analysis, planning, negotiation and solving problems.

**EXPERIENCE**

**LAZAR INDUSTRIES, LLC**, Siler City, NC

February 2008 to April 2011

Former privately equity owned custom upholstered furniture manufacturer serving the residential and contract market segments with 135 employees at plants in North Carolina and California.

**Controller**, Managed a staff of six with full responsibility for the leadership, planning and effectiveness of the accounting, financial and treasury roles. Established financial objectives to meet company goals, prepared/analyzed financial statements, set internal controls and performed forecasting / budgeting, costing, treasury, credit and collections, risk management, audit management and tax functions.

Accomplishments include:

- Refinanced \$2.5 million working capital ABL facility in a challenging economy.
- Transitioned accounting and financial reporting functions to Siler City, NC from Los Angeles, CA.
- Improved the close process by reducing the cycle time by about 30%.
- Implemented process improvements to reduce overhead costs by \$100,000.
- Partnered with management team to turn company from negative to positive cash flow (EBITDA).

**SHARED FINANCIAL SERVICES, INC.** Greensboro, NC

2004 to 2008

**Consultant** providing fractional share and contract CFO, Controller, accounting, treasury and cash management services to a broad-based clientele. As a consultant, my value-added projects included:

- Assisted \$300 million manufacturing firm through Chapter 11 reorganization and sale of assets.
- Implemented new accounting systems for companies in the retail and distribution sectors.
- Organized and improved the financial reporting system of a \$3 million non-profit association.
- Performed valuation analyses on potential acquisition targets.
- Provided treasury management services to an publicly traded \$8 billion automotive retailer.
- Structured and negotiated \$500,000 Angel investment in start-up manufactured housing company.

**JOLLY GARDENER PRODUCTS, INC.** Poland Springs, ME

2003 to 2004

Private equity owned process manufacturer of horticultural products serving the wholesale and retail markets with nine plants in seven states and total revenue of \$110 million.

**Division Operations Controller**, Southern Importers Division (Greensboro). Managed all of the accounting, financial reporting, financial analysis, credit and collections, budgeting, audit management, and tax functions for a division with two plant facilities in two states. Accomplishments include:

- Implemented a Great Plains Dynamics financial reporting platform with all accounting modules.
- Analyzed inventory costing methods and updated cost standards.
- Analyzed customer profitability profiles and recommended strategies to improve margins.

**SOUTHEASTERN CHEMICAL CORPORATION, Graham, NC** 1997 to 2003

Privately held discrete manufacturer of specialty chemicals with two plant locations serving the textile, adhesive, construction and household cleaning product markets with revenue of \$20 million.

**Vice President, Finance.** Complete responsibility for the leadership and effectiveness of the financial function. Implemented processes to provide management with the strategic tools to drive the business. Managed all of the accounting, financial reporting, credit and collections, risk management, capital budgeting, IT systems administration, human resource and tax functions.

**THE RYLAND GROUP, INC., Columbia, MD (NYSE: RYL)**

National homebuilder with 21 divisions in 19 states and a full service mortgage bank with \$1.6 billion in total revenue.

**Treasurer,** Ryland Mortgage Company. 1995 to 1997

**Assistant Treasurer,** Ryland Group, Inc. 1992 to 1997

Implemented strategies regarding capital structure and debt/equity management, strategic financial planning and analyses, managed financial community relations, negotiated external financing, managed loan covenant compliance and managed working capital.

**MEMTEC AMERICA CORPORATION, Baltimore, MD** 1988 to 1991

Manufacturer of filtration products with five plants in two states and global sales of \$100 million.

**Assistant Treasurer**

**CAROLINA POWER & LIGHT COMPANY, Raleigh, NC (NYSE: CPL)** 1984 to 1988

**Supervisor of Cash Operations & Analysis**

**PEPSICO, INCORPORATED, Purchase, NY (NYSE: PEP)** 1983 to 1984

**Treasury Analyst**

**THE FIRST NATIONAL BANK OF ATLANTA, Atlanta, GA** 1978 to 1982

Various positions from a **Management Associate**, to **Credit Policy Officer** to **Division Credit Officer.**

**EDUCATION****THE UNIVERSITY OF BALTIMORE** **Baltimore, MD**

Additional course work in Accountancy required to sit for the CPA exam.

**THE UNIVERSITY OF NORTH CAROLINA** **Chapel Hill, NC**

The Kenan-Flagler School of Business, Master of Business Administration.

**THE UNIVERSITY OF VIRGINIA** **Charlottesville, VA**

McIntire School of Commerce, Bachelor of Science in Commerce.

**IT SYSTEMS EXPERIENCE**

Proficient with Microsoft Office applications. Experience with AS400/Server applications and platforms such as Sage (e.g. MAS90/200), Microsoft Dynamics (e.g. Great Plains, Navision), financial report writers (e.g. FRx, Crystal Reports) and PC based accounting packages (e.g. QuickBooks, Peachtree).