

DAVID J. MACK

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SUMMARY

Experienced, financial leader with proven record working in Fortune 500 organizations, excellent business acumen and the desire to make a difference. Successful in leading teams in preparing, analyzing, and communicating financial information in the global manufacturing and distribution environments. Committed to achievement and the improvement of business processes by utilizing strong interpersonal skills to work effectively with diverse types of people. International qualifications as well as human resource skills/interest essential in developing key employees. Advanced experience in:

- Global Credit Risk & Receivables Mgt
- Enterprise Risk Modeling
- Process Re-engineering / Improvement
- Policy Development / Compliance Audit
- M&A Process / System Integration
- Treasury / Banking Services
- High Performance Teambuilding
- Customer Value Add Focus
- Organizational Effectiveness
- SSC / CoE Design & Administration

PROFESSIONAL EXPERIENCE

SYNGENTA CROP PROTECTION, [Mfg, Agriculture] Greensboro, North Carolina **2005-2009**
Finance Lead, Business Services 2007-2009

Global project role to develop finance shared services operating model for \$16B agriculture firm; focus on Credit, Receivables, Payables, Payroll, Treasury services, integrated with people, process, technology and data components. Accomplishments include:

- Led finance component of Center of Excellence (CoE) organizational design, responsible for best practice processes, shared services for 'back office' finance functions, Master Data and SAP upgrade to ECC6.0.
- Led Impact Assessment Program in Seeds division for preparation of system conversion.

Head, Credit Risk & Treasury Services, NAFTA 2005-2007

NAFTA line management role with oversight of \$1B in receivables, credit risk, banking services, cash management/forecasting and SAP configuration. Supervised staff of 7. Accomplishments include:

- Developed innovative customer loan financing vehicle to assist with off-seasonal cash flow issues; generating enhanced customer loyalty, protecting \$280M in annual sales, resulting in sales growth of 7% YOY from participating customers.
- Secured lien rights on \$41M raw material inventory at risk, by developing program protocols to reduce liability and revise vendor tolling agreements and fee structure including vendor contingency searches in a successful effort which avoided loss of \$1M in tolling defaults and protected \$250M in finished goods.
- Championed, in NAFTA, a company-wide initiative that promoted productive and efficient work teams in a "Framework" that was conducive to methodology changes and required all colleagues to re-frame their approach to problem-solving and solution design; impacting over 1,200 employees in the NAFTA region and contributing to a high performing organization.
- Led program development/rollout to assess financial, legal and product risk associated with key vendors.

- Developed MBA Finance Graduate program to recruit campus graduates from local universities with strong agricultural programs, resulting in a consistent inflow of new talent into the organization

WATSCO, INC. [Distribution, Construction], Coconut Grove, Florida

2002-2005

Director, Corporate Credit Risk

Led the commercial credit function for a \$1B distributor in the construction industry. Responsible for \$200M in receivables, bad debt loss provisioning, customer financing vehicles, SOX implementation and compliance, employee recruiting / training, bankruptcy law, litigation in 42 states and business development. Supervised staff of 2 directors, 5 managers and additional support staff of 45 finance professionals supporting over 50 product lines. Accomplishments include:

- Utilized financial experience and fiscal acumens to design best practice metrics to rank subsidiary performance and developed solutions to reduce bad debt losses from 4% to 1% on \$450M over 2 years.
- Initiated an inventory financing program for large ticket lines and credit card program for parts and supply lines; resulting in an increase in large ticket HVAC lines by \$7M and additional fee income of \$1M/yr, incremental, as well as top line sales growth of 4%.
- Formulated an effective and efficient "plug and play" template utilized in acquisition integration to accelerate earnings accretion which averaged an overall back office cost reduction of 15% and quickly integrated designated finance processes.
- Implemented credit modeling/scoring software (eRAM) to facilitate holistic view of enterprise wide credit risk; increasing transparency of risk, improving quality of receivables and avoiding high risk and bad debt by 20%, as well as implement collection automation tool (Emagia).

PHELPS DODGE INTERNATIONAL [Mfg, Mining/Metals], Coral Gables, Florida

1994-2002

International Treasury Manager

Led Global Treasury Services for \$1B Wire & Cable Division, including cash management, bank relationship management, credit risk, revenue assurance (billing), cash application, payables, risk insurance, FX forecasting/budgeting, commodity & currency hedging, sale/leaseback transactions and receivable collections. Accomplishments include:

- Led a relocation of corporate headquarters from New York to South Carolina, involving a new organizational structure and start-up resulting in a 45% headcount reduction.
- Coordinated quantitative and qualitative process standardization for the acquisition of the largest U.S. competitor; which successfully integrated a \$50M business, in 8 months, including a headcount reduction of 15%.
- Consolidated a multi-functional collaboration responsible for the implementation of shared services for 3 divisional operations centers into 1 Americas center in Florida, and responsible for a number of fiscal functions leading to a working capital reduction of over 8% as well as significant headcount reduction.
- Managed an enterprise resource planning (ERP) project across 4 countries for multiple financial modules over a 12 month time frame, which resulted in a 50% time reduction in fiscal closing process and implementing standard efficiencies.
- Developed loss prevention insurance audit program successfully reducing P&C premiums by 8%; within 2 years, saving company \$8M.
- Demonstrated fiscal knowledge by acting as finance lead on project which conducted various tasks to increase revenue and re-engineer process on packaging deposits; resulting in a new revenue stream of fee income at \$2.5M.

EDUCATION

Southern Wesleyan University, Clemson, SC
Bachelor of Science, Human Resource Organizational Management