

J. WILLIAM McVICKER

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Chief Financial Officer | Director of Finance | Controller Manufacturing | Distribution | Information Technology

30+ years specializing in: Financial Management, Accounting, Business Analysis, Financial Reporting & Analysis, ERP Systems, and IT.
Executive leadership team member and strategic business partner with Accounting, IT, Operations, and HR.

Visionary Leader | Collaborator | Empowerment of Teams
Reputation for Taking Initiative | Challenging the Status Quo | Driving Results

Signature Strengths

General / Cost / Financial Accounting
Financial & Sales Reporting
Budgeting & Forecasting
Internal & External Audits

Data Mining & Custom Reporting
Cash & Credit Management
Acquisition Analysis & Accounting
Insurance & Risk Management

Manufacturing, Distribution, Financial Services
HR & Benefits Administration
Information & Communication Technology
Computer & Systems Applications

Financial Management, Business Analysis, and IT Experience

Day-Glo Color Corp., Cleveland, OH

2008-2017

Subsidiary of RPM International | Global leader in daytime fluorescent pigments, dyes, colorants | \$100M (group) | 150 employees

Promoted to Director of Business Analysis and IT (2017)

Promoted to Director of Finance (2015-2017)

Controller (2008-2015)

Director of Business Analysis and IT

Reported to President | Management Team | Selected to expand newly implemented ERP system to 2 affiliated companies | Spearheaded IT shared architecture vision | Aligned IT and business strategies to leverage costs and efficiencies

Director of Finance

Reported to President | Management Team | Supervisor of 6 | Promoted for ability to challenge the status quo

Taking Initiative, Challenging the Statue Quo, Driving Results...

- Enhanced financial acumen of management team by creating and presenting status quo versus better-state scenarios.
- Participated in annual planning meeting along with President and DayGlo Group company leaders.
- Stabilized and implemented new ERP system.
- Leveraged query skills—sole person with these skills—to create reports from system tables and build models for reporting. Resolved process and underlying data issues that appeared in the reports.
- Oversaw accounting and IT infrastructure setup to support newly acquired facility.

Controller

Reported to VP Finance | Selected for strong corporate accounting and IT expertise | Financial and IT department oversight | Dual focus: 1) Legacy ERP system, cost accounting, financial reporting and analysis, budget process and 2) IT infrastructure

Taking Initiative, Challenging the Status Quo, Driving Results...

- Provided strategic outlook data by reorganizing sales reporting from monthly to weekly process. Provided sales mix, average selling ratios, and year-to-date actual vs. plan vs. prior year numbers. Distributed reports company-wide.
- Developed MS Access-based reporting database to enhance month-end close process. Improved process to 15 minutes from 5 days, allowing cost center managers extra time to review their numbers and ask questions.
- Built process to calculate cost of sales based on item codes and formula costs, querying underlying ERP data.
- Built Excel templates accessible via local network for annual planning process. Allowed managers to easily forecast and plan next year's numbers by comparing current and previous years' data. Resulted in better ownership of numbers.
- Conducted "Appreciative Inquiry" change initiative within the department, resulting in increased commitment to delivering stakeholder value.
- Initiated server-sided email solution, allowing for the use of mobile devices and smartphones.

TriVenture/CRM OnTarget, Seattle, WA and Cleveland, OH

2006-2008

Pioneers in hosted Microsoft-CRM | \$5M revenue | 5 full-time employees | 5-10 contractors | Seattle & Montreal data centers

Technical Director

Hired for technical expertise | Oversaw data centers, technical infrastructure, and hosted installations | Microsoft licensing contact

Taking Initiative, Challenging the Status Quo, Driving Results...

- Opened tier 2 data center in Montreal. Included 100+ servers and delivered hosted solutions to 50+ clients.
- Developed relationships with key Microsoft-CRM team members, resulting in over \$100K in project funding.

- Developed “FastTrack” implementation process template. Decreased turn-around time to 2 days for customer requests. Recognized as renowned program resulting in referrals from Microsoft.

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Succession Capital Alliance, Newport Beach, CA and Cleveland, OH 2003–2006

Joint Venture between Capital Management Strategies and A.I. Credit (AIG subsidiary) | Pioneer in life insurance premium financing

Financial Design Specialist

Hired for new program for selling large life insurance policies | Created high-net worth client strategies and designs

Taking Initiative, Challenging the Status Quo, Driving Results...

- Supported \$80M insurance sale—one of the largest industry deals that year.
- Created complex financial scenarios for structuring policies. Gathered data from sales, agents, clients, and advisors.
- Co-produced proprietary sales content used by affiliate companies and agents for client presentations. Sole creator of complex excel program used to calculate and present various insurance illustrations.
- Initiated proposal and led initiative to upgrade to hosted Exchange and CRM solutions, introducing a common data platform.
- Sought out registered domain name owner and took initiative to purchase “SuccessionCapital.com” for the company.

National City Bank, International Asset Management (IAM) Finance, Cleveland, OH 2001–2003

Top-10 bank | \$7B revenue | \$118B assets

Senior Business Analyst

Identified shortcomings of current reporting database | Crafted integrated solution to capture all client revenues | Presented \$1.2M project to senior management | Co-led team of 10 across bank’s business units | Deployed to 100+ users

Taking Initiative, Challenging the Status Quo, Driving Results...

- Proposed robust business intelligence solution to replace existing database, delivering circumspect view on client revenues.
- Implemented MS Access database, delivering visibility into client profitability for IAM (DB was IAM only).

Danly IEM, Middleburg Heights, OH and Chicago, IL 1999–2001

\$70M division of privately held company | Manufacturer of die sets and related components for metal forming

Assistant Controller

Reported to Controller (senior financial position) | Manager of 4 Plant Controllers | Developed financial reporting systems

Taking Initiative, Challenging the Status Quo, Driving Results...

- Co-led the replacement of all financial staff during chaotic corporate move from Chicago to Cleveland.
- Spearheaded initiative to learn legacy systems from scratch in order to transfer processes on time during the move.
- Developed new month-end financials and budget tools for 7 plants, 8 regions, 3 subsidiaries, and 5 support areas.
- Extracted data from cumbersome ERP system to analyze and troubleshoot the system. Delivered reports to management.

Calvert Wire & Cable Corporation, Brook Park, OH 1994–1999

\$27M privately held company | Distributor of wire and cable products for electrical and electronic industries

Controller and IT Manager

Full financial, accounting, IT, and administrative responsibilities | Managed accounting and administrative staff

Taking Initiative, Challenging the Status Quo, Driving Results...

- Sales increased by nearly 250% with only 1 additional financial staff hire.
- Led roll-out of new enterprise-wide system, including proposals, candidate search systems, and product selection.
- Established comprehensive control logs and procedural documentation for all accounting and administrative positions.

Sandvik Rhenium Alloys, Inc., Elyria, OH 1989–1994

Manufacturing subsidiary of AB Sandvik (Sweden) | Conversion and fabrication of rhenium and rhenium-based alloys | \$3M sales

Controller | Assistant Secretary / Treasurer

Full financial and accounting responsibility | Implemented LAN based accounting system including financial, sales and CapEx reporting | Initiated credit policies and procedures, improving DSO by 30 days

Tremco Incorporated, Inc., Cleveland, OH 1985–1989

\$250M manufacturing subsidiary of BF Goodrich | Chemical based products for use in construction-related industries

Financial Analyst | Plant Accountant | Financial Accountant

Education & Community Leadership

Executive MBA: Team Leader | Strategic consulting project for \$80M group of companies | Baldwin-Wallace College, Berea, OH

Bachelor of Arts: Business Administration / Accounting | Dean’s List | Baldwin-Wallace College, Berea, OH

CPA: Certified Public Accountant | State of Ohio (inactive)

Board Member / Treasurer, People Helping People International and Affiliates: Three NGOs in Rwanda with a mission to

improve the lives of rural farmers by providing micro loans and facilitating the planting to market crop cycle. Traveled to Rwanda.