



Adrian Robinson

Qualifications Summary

Adrian is a proven finance leader with an excellent track record of success in electronics, consumer goods and automotive manufacturing sectors. With over 30 years of experience, Adrian is accustomed to operating at the board level whilst maintaining the ability and desire to delve into the details. He has excellent team-building skills and experience in acquisitions, disposals and managing IT and HR functions. He also has considerable international experience operating at senior financial levels in large multinational organizations.

Professional History

CFO Selections	Consultant	2025 – Present
Dart Controls, LLC	VP/CFO	2023 – 2025
Dormakaba, USA Inc.	AVP Controlling Americas	2022 – 2023
The Corsi Group, Inc.	EVP/CFO	2019 – 2022
TruckPro, LLC	Controller	2018 – 2019
Sommer Metalcraft, LLC	CFO	2016 – 2018
Sumco, LLC	Controller/CFO	2008 – 2016

Accomplishments

- Financial Management of sale of Group to Venture Capitalist, ensuring maximization of owner's income.
- Led development and implementation of new customer order processing system with integration into ERP, achieving significant improvement in time and quality of order acceptance process.
- Successfully managed Kitchen Manufacturing / Selling Group through Pandemic, maintaining profitability and receiving 2 rounds of PPP Grants.
- Identified significant errors in acquisition opening balance sheet and successfully negotiated seller warranty claw backs.
- Personally conducted due diligence of prospective acquisition target and identified poor accounting processes significantly reducing declared EBITDA and therefore price.
- Implemented management reporting, forecasting and budgeting system to meet requirements of VC owners.
- Negotiated banking arrangements including Commercial Loan and LoC.
- Negotiated acquisition of property with former owners and Local Government to enable business expansion.

Licenses / Education

- MBA – Baker College for Graduate Studies
- Fellow Member of Chartered Institute of Management Accountants (FCMA)
- Chartered Global Management Accountant (CGMA)