



BJ Foster

Qualifications Summary

BJ brings 20 years of executive financial and operational leadership experience to the CFO Selections team. Her careers have included working in “Big 4” consulting and financial management in both the public to private sectors within various industries spanning government, E-Commerce, aerospace, manufacturing, defense, healthcare, software, transportation, and professional services. She has successfully navigated venture capital to private equity transitions, and accelerated start-ups to high growth, BJ thoughtfully implements systems and controls that provide accurate and timely management reports, KPI’s that focus on performance gains, and operational improvements that drive financial success, stimulate growth, and deliver value.

Professional History

PRR, Inc.	Chief Financial Officer	2017 – 2021
ESI US, Inc.	President, Chief Operations Officer	2012 – 2016
Airbus Group	Chief Financial Officer, EVP for Corporate Development	2008 – 2011
The Morrigan Group	Management Consultant, Founder	1999 – 2008
KPMG	Senior Consultant	1997 – 1999

Accomplishments

- Took company from the brink of bankruptcy into profitability and positive cash flow by obtaining new a banking relationship, decreasing days outstanding for accounts receivable, developing a long-term financial forecast, and paying off a line of credit and external ESOP loan.
- Overhauled internal control processes, resulting in 100% clean GAAP and Incurred Cost Audits.
- Increased revenue seven times in less than three years with bootstrapped budget using milestone driven, deliverables-based methodology and customer focused growth strategy.
- Increased gross margin by 20% by implementing a new ERP system to drive accurate product and service pricing.
- Spearheaded a shift from a three-year loss to positive EBITDA in less than two years.
- Led the centralization and implementation of a 3-year Business Development Migration Plan that resulted in 16% revenue growth in first year of rollout, and 50% in three years.

Licenses / Education

- MBA – Leadership and Entrepreneurship, San Diego State University
- Bachelor of Arts – Accounting, University of Florida, West