



Jack Santo

Qualifications Summary

Jack is a forward-thinking business leader and financial executive with over thirty years of progressive experience leading organizations in strategic planning, financial analysis and management, large-scale multifunctional project management, accounting controls and risk assessment, process reengineering, analytical modeling, IT, and Human Resources. He has repeatedly introduced enterprise-level management innovations that drove multimillion-dollar revenue growth, grew market share and profit margins, identified and prioritized opportunities, reduced risks, and slashed costs.

Professional History

Modumetal	Chief Financial Officer	2019 – 2021
BASF	Chief Financial Officer / Chief Operating Officer	2016 – 2019
	Director, Business Controlling	2014 – 2016
	Division Controller	2009 – 2014
Resources Global Professional	Executive Consultant	2008 – 2009
Johnson Controls, Inc.	Consultant	2006 – 2007
Progressive Insurance Corporation	Senior Controller and Business Executive	1986 – 2005

Accomplishments

- Created an innovative division-wide Risk and Opportunity Assessment process in partnership with all business leaders in my line of business, generating a cross-functional team that optimized logistics and distribution productivity while diving \$2M in savings by combining technical solutions and process efficiency advancements.
- Improved Customer Care productivity by 20% through restructuring and redesigning organization and processes to better address customer needs.
- Redesigned internal/external management reporting that showed the customers the value we added, significantly improving their business perspective and engagement
- Prepared in-depth analysis of overtime and submitted recommended structural and procedural changes that reduced annual overtime costs from 27% to less than 10% in nine months after implementation.
- Managed the Product Design Group that established standard product design and base pricing, achieving more than 20% in annual revenue growth on a base of over \$1B, with profit margins nearly double the target.

Licenses / Education

- Bachelor of Science – Accounting & Finance, Cleveland State University