



Mark Westerheide

Qualifications Summary

Seasoned executive with over 30 years of financial experience with a focus not only in manufacturing but also in diverse industries including construction, non-profit, software, services, distribution, and retail. History of success in implementing process improvement and change in companies, including integration of acquisitions.

Professional History

Westerheide Consulting, PLLC	Fractional/Interim CFO & Controller	2013 – 2017
BAF Technologies, Inc.	Controller	2011 – 2013
M&M Manufacturing Company	Corporate Controller	2008 – 2011
Freedom Companies	Chief Financial Officer	2006 – 2008
Lear Corp.	Assistant Plant Controller	2004 – 2005
Prestolite Wire Corp.	Plant Controller	2002 – 2004
Macgregor Golf Company	Controller	2001 – 2002
Newport Steel Corporation	Controller	2000 – 2001
Feintool Cincinnati, Inc.	Cost Accounting Manager	1995 – 2000
Grant Thornton LLP	Audit Senior	1993 – 1995
John F. Dickey & Company CPAs	Manager	1990 – 1993
Baxter Healthcare Corp.	Plant Accounting Manager	1985 – 1989

Accomplishments

- Corrected 11 months of transactions for 8 corporations, developed intercompany transaction processes.
- Developed strategic KPI's regarding customers, products, and margins in a turnaround situation.
- Prepared revenue analysis, state and local tax returns, and researched entity status for multi-state tax accruals.
- Led the effort to obtain venture capital funding for a SaaS startup.
- Reduced inventory shrink from \$920K to under \$30K annually, reduced days of accounts receivable outstanding from over 50 to 32 days or \$1.5M, and was responsible for the reimplementation of the company ERP system as well as a system implementation of the acquired business while at BAF Technologies.
- At M&M Manufacturing Company, held responsibility for monthly consolidated financial statements and associated discussion and analysis, the integration of an acquisition into the ERP system, and reduction of the monthly financial close time to 3 days from 2 weeks.

Education and Certifications

- Bachelor of Business Administration – Accounting, University of Cincinnati
- Certified Public Accountant, State of Washington
- Chartered Global Management Accountant (CGMA)