



Trenton Harris

Qualifications Summary

Possesses a broad range of skills to overcome the diversity of challenges faced by organizations. Simultaneous expertise in finance, execution, and organizational development with inclusive, facts-driven style ensures acceleration across the business. Driven increased economic leverage, operational scale, profit, and shareholder value by optimizing organizational and financial performance in unison. Energized businesses from entrepreneurial to maturing; led private and public P&L management; partnered with private investors and Boards of Directors; supported businesses as a commercial banker.

Professional History

LabConnect, LLC	Executive Vice President	2015 – 2018
VentureScale, SPC	Senior Partner	2013 – 2015
Via, Inc.	President & CEO CFO	2006 – 2013
Covance, Inc.	Director of Finance & Controller	1998 – 2006
Bank One, NA	Director of Finance & Global Business Planning VP, Indiana Commercial Group Finance Manager	1991 – 1998

Accomplishments

- Standardized global financial planning at \$500M central lab operating in multiple countries, vastly improving business management and decision making while reducing administrative costs.
- Enhanced profitability and senior management decision making by implementing divisional financial structures and business transactional forecasting in multiple businesses.
- Investment and recapitalization experience with multiple private equity groups and commercial lenders.
- Moved 60% of supplier sourcing from Europe to USA and China for \$25M manufacturing business generating a \$2M reduction in working capital, \$1.2M annual expense savings, and reduced foreign exchange risk.
- Achieved \$2.4M of annual P&L savings by optimizing production labor resources through LEAN process and task allocation improvements, while supporting 3x growth from 90 to 270 FTE.
- Chief architect of major cultural transformation supporting 30% CAGR, tripling the business from \$18M to \$50M in four years; achieved through strategy refinement, focused execution, implementing divisional operating/finance structure, compensation and performance management alignment, organizational development, and best-practice hiring. Cultural “good place to work” annual survey score improved from 70% to 89% over those four years (+27%).
- Improved organizational execution in \$50M services business, driving \$4M in annual EBITDA impact by elevating the ratio of organizational goals successfully achieved from under 20% to over 80% in two years.
- Served a 2-year overseas assignment in Geneva, CH.
- Participant in White House roundtable in March 2012 - Sustainable Supply Chain.
- Multiple Board of Directors leadership roles in for-profit and non-profit organizations.

Education / Certifications

- Master of Science in Management (MBA), Purdue University, Krannert School of Management
- Bachelor of Science – Economics Honors, Purdue University
- Growing Companies – Executive Program, Stanford University, Graduate School of Business
- Master Performance Coach, The 4 Disciplines of Execution, Franklin Covey
- Emergenetics Associate, Emergenetics International