

TODD LONDA, CPA



QUALIFICATIONS SUMMARY

Senior financial leader in manufacturing and service companies in technology, software (SaaS), telecommunications, and food & beverage (CPG). Skilled in technical accounting, best practice processes and policies in accordance with GAAP, treasury, tax, and internal control design and implementation. Proven ability in both public/SEC and private companies to work with CEOs and Boards of Directors on private equity, venture, public offerings, bank financing transactions, and strategic mergers and acquisitions.

PROFESSIONAL HISTORY

CFO Selections	Consultant	2021 – Present
Hope Foods, LLC (Savencia)	Chief Financial Officer	2018 – 2021
Virtual CFO	Consulting CFO	2015 – 2018
Inmarsat	Vice President, Financial Planning	2013 – 2014
Datavail Corp.	Chief Financial Officer	2011 – 2012
New Global Telecom, Inc (Comcast)	Chief Financial Officer	2009 – 2010
GoGo, Inc (AirCell, LLC)	Chief Financial Officer	2001 – 2008
Spatial, Inc (Dassault Systemes)	Chief Financial Officer	1996 – 2000
McAfee, Inc. (Intel, Inc)	Senior Financial Analyst	1993 – 1995
Power Up Software Corp	Financial Analyst	1990 – 1993
Arthur Andersen LLP	Senior Auditor	1986 – 1990

ACCOMPLISHMENTS

- Senior management lead working with Executive Chairman to negotiate and manage transaction for successful acquisition by Comcast Business.
- Acted as CFO at a technology company as revenue increased from \$4.2M to over \$100M, EBITDA and cash flow transitioned from loss to profit, staff increased from 60 to 400, and a new commercial division was launched
- Managed accounting, treasury, and tax functions to ensure compliance with GAAP and regulatory agencies. Developed accounting policies to aggregate revenue and costs in accordance with GAAP and applicable regulatory rules. Established controls and processes to improve cash flow and facilitate cash management. Provided technical accounting guidance, and process and internal control design and implementation.
- Successfully led private equity, venture, public offerings, bank, equity, and debt transactions to finance expansion and business development.
- Member of senior leadership team responsible for setting and executing corporate and financial objectives. Defined key performance indicators, and developed business models, budgets, and forecasts to manage the business to increase revenue and generate both profit and cash flow.
- Managed accounting, inventory, and cash flow objectives for manufacturing of equipment. Established margin and pricing objectives, and negotiated vendor and customer agreements.
- Acted as liaison with Board of Directors, investors, audit committee, and accounting and legal counsel. Reported on corporate performance, business development, and industry awareness.
- Managed Initial Public Offering process, participating in all aspects of the process with responsibility for the registration statement and coordination with investment bankers, stockholders, lawyers, and accountants.
- Provided reports to SEC, Board of Directors, and senior management. Worked with management to set financial goals. Developed KPIs to foster productivity and increase shareholder value.

LICENSES & EDUCATION

- Bachelor of Business Administration, University of Michigan
- Certified Public Accountant, State of Colorado