

## Consultant Profile

### Gregory Hersey

Consultant

#### Areas of Practice

- Compile and present annual and monthly financial statement package; including P&L's, variance analysis and tracking of financial and operational KPI's to targets
- Exceptional financial modeling skills, providing operational sales reports, variance analysis and forecasting for the annual budget
- Monthly reconciliation of all balance sheet and income statement accounts.
- Accounts receivables and deduction management
- Planning, execution and reconciliation of physical inventory and supply chain
- Management and analysis of cash flow, including bank reporting and negotiation of lines of credit
- Coordination of annual audit including all audit schedules and providing responses to all external and internal auditor inquiries
- Fixed Asset tracking and reporting, including acquisitions and disposals
- Accounts payable management
- Optimizing order-to-cash process
- Improving net working capital management
- Evaluating day-to-day processes for efficiencies
- Database retrieval and analysis
- EDI transaction integrations

#### Industry Lines

- Mutual Fund Accounting
- Homeopathic CPG

#### Computer Applications

- Excel
- Power Point
- Word
- Visio
- Tableau
- Oracle/NetSuite
- QuickBooks Online

#### Education/Qualifications

- Northeastern University, Boston, MA
- QuickBooks Online Certified
- 49CFR/IATA Certified

#### Professional Experience

A seasoned accounting and finance professional with years of experience in public and private companies. A driven self-starter, with exceptional analytical and communication skills, hands-on accounting and finance experience in various industries. Well versed in database retrieval and analysis. An effective motivator able to evaluate processes for productivity savings. Established record of successful execution of new technology solutions and process improvements in different areas to drive operational efficiency to improve bottom line results.

#### Principal Areas of Practice

**Gregory Hersey has the following principal areas of practice:**

- Controller duties and responsibilities
- Financial reporting, analysis, budgeting and forecasting
- Implementation of corporate accounting systems (management- and financial accounting)
- Daily and monthly transaction processing and analysis
- Evaluating and implementing new process efficiencies
- Implementation of controlling systems
- Forming new companies and setting up accounting system and operational processes

#### Major Projects

##### Implementation of corporate accounting systems

- Implementation of financial accounting systems
- Support for month- and year-end reporting/closing
- Implementation of a harmonized controlling system

##### Forming new company in the United States

- Controller of newly formed company
- Set-up of G/L incl. intercompany transactions to be compliant with corporate requirements
- Set-up of all operational activities to import products from Germany to be sold to all major retailers i.e. Walmart, Target, CVS, Walgreens, Rite Aid, Whole Foods and others
- Intercompany reconciliation with sister- and parent company

##### Moving order-to-cash and warehouse operations to 3<sup>rd</sup> party provider

- Lead outsourcing of order-to-cash processes and warehousing operations relocation project with a \$500k+ annual savings
- Implementation of invoicing and deduction management interface with 3<sup>rd</sup> party provider
- Oversee 3PL warehouse activities (in accordance with FDA regulations) to ensure timely and accurate distribution to major retailers i.e. Walmart, Target, CVS, Walgreens, Rite Aid, Whole Foods and others

#### Other

- Volleyball Coach, Elevation Volleyball Club
- Board of Directors, Aurora Horsemen's Association