

Paul Salvucci
Partner



Select Executive Experience

Phoenix Services International (2021-2022)
CFO

College Recruiter (2019-2022)
CFO & COO

Babson College/Goldman Sachs 10,000 Small Businesses (2015-2021)
Strategic Business Advisor

The Saint Consulting Group (2008-2019)
CFO & COO, Board of Directors

The Wilmark Group, Inc. (2002-2007)
CFO & COO, Co-Partner

TAC Worldwide Companies, Inc. (1991-2002)
CFO, Corporate Controller

Computervision (1981-1990)
Controller & Senior Financial Analyst

Price Waterhouse Cooper (PWC) (1977-1979)
Audits

Core Competencies

Finance
Accounting
Planning/Budgeting
Human Resources
Information Technology
Risk Management
Tax
Treasury
Debt Structuring
External Audits
Analysis
Real Estate
Business Strategies
Profit Management
Acquisitions

Executive Profile

Paul Salvucci is a Partner in the Northeast area for SeatonHill. Mr. Salvucci is a seasoned Chief Operating and Financial Officer, experienced in identifying growth opportunities, business strategy formulation, and building organizations in multinational professional services and consulting industries. He has implemented business strategies and programs to achieve growth through new industry diversification and international expansion, targeting major customer new business, acquisitions, and new product/service introductions. Paul has built and mentored organizations in finance, accounting, planning/budgeting, human resources, information technology, risk management, tax, and treasury functions. He has also managed banking relations/debt structuring, external audits, and real estate with experience in negotiations, outsourcing, and managing high leverage situations.

Education & Certifications

MA
Babson College

CPA



Our partners have deep experience across multiple industries, and can quickly integrate into your organization to provide the insights you need to succeed in today's marketplace.

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Partner



Key Experience

CFO Consulting Services Firm: As a CFO & COO, Paul provided business consulting services in the areas of accounting, financial planning and analysis, business operations and forecasting.

Management Consulting Firm: Paul was the CFO & COO for this \$30MM real estate political strategy and advisory consulting firm, servicing Fortune 500 and industry leading clients on complex land use permitting and market protection projects in the United States and Canada. He collaborated with the CEO on company strategy development, profit management, and business development initiatives. Paul managed finance and accounting, tax, external audit, human resources, banking, treasury, real estate, risk management, and information technology. He also refocused business development and marketing efforts to target industry-leading companies resulting in significant client and industry revenue diversification. Paul established and maintained a new banking relationship and debt structure with improved borrowing terms and expanded treasury services. Most notably, he implemented an outsourced human resource program to ensure multi-state employment regulatory compliance, enhanced employee benefit plans, comprehensive HR support, and employee training, reducing HR/benefit costs by 40%. Paul implemented new project accounting and general ledger systems, migrating all business systems to the cloud, eliminating IT capital investments, and reducing IT support costs more than 200%.

Staffing Services Firm: Paul was a Co-Partner, CFO and COO for this \$12MM professional contract and permanent staffing firm specializing in biotech/life sciences, technology, accounting, and human resource employee placements. He managed business development, candidate recruitment, and administration. Paul also ran profit management for the company.

Contract Staffing Firm: Paul was CFO and Corporate Controller for this \$800MM multi-national contract staffing firm, with over 100 sales offices throughout the U.S. and England, providing engineering, technology, and administrative staffing solutions servicing Fortune 500 clients. He directly managed accounting, planning, payroll, credit/collections, billing, payables, treasury, tax, audit, risk management, banking, and treasury. Paul performed due diligence for vertical market acquisitions adding \$15MM of revenue. He also implemented Oracle financial general ledger and data warehouse systems in the U.S. and U.K. Most notably, Paul launched expansion into UK leading to \$50MM in revenue and established the UK finance organization.

Small Business Advisory Program: As a Strategic Business Advisor, Paul advised and mentored Company founders/CEOs in identifying growth opportunities for their businesses. He developed an actionable plan for identified growth opportunity that included defining customer value proposition, a competitive analysis, a marketing plan, assessing organization needs, determining risk identification/mitigation, a five-year financial forecast, implementing key dashboard metrics, and analyzing required financing to execute growth plan. Paul coached business owners in developing a growth plan and a five year financial plan for their business. He also advised 70+ Founders/CEOs operating companies of \$1MM to \$40MM in annual revenue in the United States and Puerto Rico. Paul served several industry sectors including financial services, engineering & architectural services, education, healthcare, technology, retail, and consumer products; selling to U.S. and international commercial and U.S. government markets.

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