

Ron Jacobs
Partner



Select Executive Experience

Elysian Capital (2023-2024)
Chief Financial Officer

B2B CFO (2020-2022)
Interim CFO (various projects)

Statewide Remodeling (2004-2020) (17 yrs.)
Chief Financial Officer

Vermeer Corporation (1996-2004) (9 yrs.)
CFO and Controller

Core Competencies

Treasury, Banking, Debt, and
Covenant Compliance

Cash Management and Forecasting
Turnaround and Restructuring

Strategic Planning, Budgeting, and
Business Modeling

Financial Reporting both Internal
and External

Key Performance Indicators

Accounting Staff Development and
Mentoring

Audit and Due Diligence Planning
Management Compensation Design

Executive Profile

Ron is a Partner on the Central team of SeatonHill. Mr. Jacobs has 32 years of experience as an entrepreneurial senior executive. With a proven skillset in negotiations, he has managed all aspects of several mergers and acquisitions, primarily with small and medium-sized businesses. This has encompassed working closely with investment bankers and private equity groups, performing due diligence, and internal and external audits including quality of earnings reviews. Ron's primary objective is to work closely with leadership to help companies make informed, meaningful decisions to provide financial clarity and sustainable scalable growth. Ron's background spans an array of sectors including Private Equity, Home Improvement, Construction, Distribution, Real Estate and Manufacturing. Ron also has an established network of professional contacts in accounting, insurance brokerage, private equity, banking, and legal endeavors. One such contact raves, "I wish my entire portfolio of clients had CFOs as competent, passionate, and trustworthy as Ron" -VP Banker (who manages one of the larger and more complex portfolios in North Texas).

Industry Experience

Private Equity

Home Improvement

Construction

Distribution

Real Estate

Manufacturing

Education & Certifications

Certified Public Accountant for the State of Texas (1994)

Bachelor of Arts in Accounting and Finance
University of North Texas

SEATONHILL™

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For more information contact:

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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.

Ron Jacobs
Partner



Key Experience

Private Equity Company: As CFO, Ron worked closely with COOs and CEOs for two separate restaurant chains, multiple real estate companies, and an in-house construction company. Ron created financial reporting packages for executive and managements team. He designed various monthly financial reporting tools, investor presentations, budgets, KPI analysis, Pro Forma's, and daily flash reporting for Owner. Ron mentored and worked closely with restaurants (25 restaurants) and construction company (35 projects) operations teams.

Nationally Ranked Home Improvement Company: As CFO, Ron worked closely with the CEO concerning financial plans and key business strategies. He managed all financial controls and accounting procedures for this 250-employee company. Ron built and presented to the executive team annual sales, operating budgets, and forecast models. He designed a profitable financial model for an in-house Subprime finance company. Ron also negotiated, managed, and executed annual health and commercial insurance renewals. He executed a successful PE acquisition and directed all due diligence, PE, and management team discussions. Ron managed growth from one location (\$20MM) to operating in seven markets (\$70MM). He also managed and mentored both HR and accounting personnel and was appointed the role of Plan Trustee for the company 401(k) plan

Machinery Manufacturing Company: As CFO/Controller, Ron managed all accounting and financial reporting functions while the company sales grew from \$35MM to \$100MM in three years. He managed a \$50 million 100% ESOP restructuring because of a 60% reduction in revenues. Ron built various cash and financial models and presented them to several financial institutions resulting in a favorable financing plan that doubled EBITDA in 18 months. He also successfully presented and moved a \$50 million facility during restructuring and 2008-2009 economic downturn. Ron managed all aspects of acquisitions including due diligence with U.S. dealerships as well as dealerships in Mexico City and Guadalajara in both English and Spanish.

CFO Engagements: As an interim CFO, Ron served several companies where he successfully:

- Built an international restaurant concept nationwide within multiple Walmart locations.
- Was responsible for ongoing communication and interactions with PE, investors, and owners.
- Managed all daily accounting, operating, and reporting functions along with building and executing daily flash reporting and reliable short and long-term financial models.
- Oversaw and managed all banking relations, ongoing reporting requirements, covenant compliance, and working capital needs.
- Led and executed multiple heavy equipment acquisitions in both Texas and Mexico.
- Built and executed a 100M business model that doubled company EBITDA during an economic downturn.
- Formed and directed a six-member executive team culminating in a successful high multiple strategic sale.

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