

Luke Mattorano

Area Director



Select Executive Experience

S+H Consulting (2021-2025)

Managing Director

The Delta Companies (2017-2021)

VP of Technology & Project Management

Fusion Packaging (2016)

Chief Financial Officer

ZAK Products (2013-2015)

Director of Finance & Director of Strategic Relationships

Traxxas (2011-2013)

Director of Operations / Director of Business Development

Riveron Consulting (2009-2011)

Manager

Rockwell American Manufacturing (2004-2009)

Director of Finance & Accounting / General Manager

KPMG LLP (2002-2004)

Transaction Services & Corporate Recovery Manager

Core Competencies

Financial Leadership & Reporting

Budgeting, Forecasting & P&L

Cash Flow & Working Capital

Strategic Planning & Growth

Operational Improvement

ERP/CRM Implementation

Process Automation (RPA)

M&A and Transaction Support

Business Development

Team Building & Mentorship

Interim Executive Leadership

Cross-Functional Team Leadership

Board & Ownership Reporting

Executive Profile

Luke Mattorano is an Area Director on SeatonHill's Central team. Luke brings more than 20 years of experience leading accounting, finance, and operations for middle-market and PE-backed companies. He has served as CFO, Director of Finance, and operating executive across manufacturing, technology, SaaS, healthcare, consumer products, and distribution, with direct experience in transaction advisory on deals ranging from \$10 million to \$500 million. Luke pairs financial leadership with systems and process modernization, including ERP and CRM implementations, automation, and data infrastructure. This gives owners and executive teams the visibility they need to make confident decisions. He is known for stepping into complex situations, building rapport quickly, and driving measurable improvements in margin, cash flow, and operational efficiency.

Industry Experience

Private Equity

Technology

Professional Services

SaaS

Manufacturing

Staffing

Healthcare

Consumer Products

Retail/Wholesale Distribution

Automotive

eCommerce

Education & Certifications

Master of Science in Finance

Texas A&M University (Mays Business School)

Bachelor of Business Administration in Accounting

Texas A&M University

Former Certified Public Accountant (CPA)

State of Texas (Inactive)



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.

Key Experience

PE-Backed Professional Services Firm: As a founding leader and Managing Director, Luke helped build a newly launched consulting group providing value enhancement services to middle-market organizations. Over four years, the team grew from 8 to 35 full-time consultants, doubled revenue, and tripled EBITDA, ultimately positioning the business for a successful sale to a larger firm and expansion into new markets. Luke led engagements across accounting operations, finance, and systems implementations with an industry-agnostic approach, and also served as interim executive leadership for sponsor-backed and privately held businesses in manufacturing, technology, staffing, and healthcare.

Professional Services / Staffing Firm: Luke was initially brought in to rescue a CRM and ERP implementation that was 10 months behind schedule and 40% over budget. After getting the project back on track, he was promoted to VP of Technology and Project Management with responsibility for IT infrastructure and enterprise-wide technology initiatives. Luke led the company's transition from an on-premises, home-grown platform to a cloud-based enterprise solution built on Bullhorn and NetSuite, migrating critical applications and databases and implementing automation to streamline accounting processes and improve month-end efficiency. These initiatives supported the company's growth from over 100 employees and \$125M in revenue to more than 150 employees and \$175M in revenue, culminating in the sale to a large Japanese conglomerate.

Consumer Products Company: As Chief Financial Officer for this family-owned business, reporting directly to ownership, Luke was brought in to stabilize the company's cash position and renegotiate its line of credit while the business expanded overseas manufacturing capacity in China and Taiwan to serve a growing US customer base. He successfully doubled the credit facility, managed banking relationships, and led financial reporting and forecasting. Luke also implemented key system integrations between accounting and CRM platforms and partnered with cross-functional leaders to develop budgets and improve operational visibility. The company was subsequently acquired by a large packaging firm.

Automotive Chemicals, Protection Products & eCommerce: As Director of Finance & Strategic Relationships, Luke was brought in to professionalize the accounting and finance operations of this family-owned business and prepare it for sale. He established financial controls, led budgeting processes, and managed financial operations across multiple business units. On the commercial side, he developed strategic partnerships to expand market reach and worked closely with sales teams on pricing strategy and business development initiatives, contributing to increased brand value and sales performance. The transaction readiness work culminated in the successful sale of the business to Berkshire Hathaway Automotive.

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Manufacturing & Consumer Products Organization: As Director of Operations and Business Development, Luke joined during a period of stagnant sales with a dual mandate to improve operational efficiency and open new sales channels. He managed finance, accounting, purchasing, and operational functions, improved internal processes, and upgraded systems. On the business development side, Luke developed a partnership with Future Shop, Best Buy's Canadian division, opening the Canadian market for the company and expanding its retail footprint. He also oversaw large-scale procurement operations and cross-functional coordination to meet complex customer requirements.

Leaf Spring Manufacturer: As Director of Finance & Accounting and later General Manager, Luke managed all financial and operational functions for a regional manufacturing business. He developed financial models and reporting for the Board of Directors, improved operational efficiencies resulting in margin expansion of 10–30%, and actively managed cash flow and working capital. Luke also led sales and business development initiatives, expanding the customer base and driving significant revenue growth through new product offerings and pricing strategies. Additionally, he oversaw procurement activities with annual purchases exceeding \$60M and implemented ISO 9001:2000 certification to strengthen operational processes and quality standards.

Consulting & Transaction Advisory: Luke supported private equity firms and corporate clients through transaction analysis, due diligence, and operational assessments. He evaluated financial performance, identified risks and opportunities, and contributed to deal execution across transactions ranging from \$10 million to \$500 million.

SEATONHILL™

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