

**Bob Arnold**  
Partner



## Select Executive Experience

**B2B CFO (2021-2023)**  
CFO

**Aquestive Therapeutics, Inc. (2006-2021)**  
Vice President of Finance

**Oracle Corporation (2005-2006)**  
Technical/Product Strategy Director

**HP Financial Services (1997-2004)**  
CFO/Director of Finance

## Core Competencies

CFO / VP Finance

Strategic Decision Leadership

Public and Private Companies

Cash Optimization and Management

Life Sciences and Pharma

Manufacturing

Equipment Leasing and Finance

Finance / Accounting

FP&A

IPO

Due Diligence Readiness

P&L / Business Unit Leadership

Growth Capital (Equity & Debt)

Product licensing, partnerships and joint ventures

KPI/ metric development and implementation

M&A Structuring and integration

System Implementation and process improvement

Contract Negotiation

Revenue Recognition

Tax

## Executive Profile

Bob Arnold is a Partner in New York office of SeatonHill. Mr. Arnold is a Senior financial executive with significant experience in managing strategic business and financial issues with a history of proven results. His vast experience with companies ranging from start-ups to multibillion dollar organizations spans a range of industries including in life sciences, pharmaceuticals, manufacturing, equipment leasing, and services industries. Bob is dedicated to helping companies resolve challenges and succeed in achieving growth and success.

## Education & Certifications

**Bachelor of Science in Accounting**  
Montclair State University

**Master of Science in Taxation**  
Seton Hall University

**CPA**  
State of New Jersey (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.**

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## Key Experience

**Aquestive Therapeutics, Inc.:** As VP of Finance, Bob was responsible for lender relations, financial reporting and analysis, budgeting, long range planning, taxes, general accounting, compensation plans, financial systems, facilities, and insurance. He was integral in assisting the company to grow from a Private equity/Family office backed startup to a fully integrated (product development, manufacturing, product sales and marketing) Public Company, with five FDA approved commercial products (Proprietary and Licensed). He was also the Finance lead for the Commercialization Integration Team for the launch of first self-commercialized product and a member of the Product Investment Committee that evaluated and selected products for development and commercialization. Bob was involved in all aspects of offering process including pre-IPO preparation, Form S-1 (preparation, review, and filing) of 2018 IPO raising \$74 million and \$40 million from 2019 follow on; pre-IPO he raised over \$25 million of equity through private placements with new and existing investors. Bob led, managed or supported multiple debt financing transactions ranging from initial \$12.5 million venture debt facility in 2008 to \$100 million facility with multiple participations in 2019. He was also integral in the planning and structuring of \$125 million royalty monetization of licensed product. Bob partnered with Operations and Business Development teams to secure \$7.5 million in funding from two major customers to build out manufacturing facility. Bob facilitated and supported corporate and business development transactions, product licensing, partnerships, and Joint Ventures and created periodic segment reviews to assess financial and operational aspects of business units along with creating and implementing quarterly scorecard and bonus plan of manufacturing operations that drove increased profitability and efficiency.

**HP Financial Services (HPFS) / Compaq Financial Services:** As CFO/Director of Finance Bob was a member of the North America leadership team responsible for all financial functions and provided leadership to sales and operations functions. Bob served as the Co-Chair for Pricing, Credit and Compensation

Committees. He developed a sales compensation plan that aligned behavior with business goals and enhanced incentives to the sales team. Bob was an integral member of the pre-merger management team that grew the business from a start-up to \$2 billion in assets in less than 5 years. He created business metrics in collaboration with the North America leadership team to capture, monitor and measure business performance. Bob also established business segment, SG&A, and portfolio quality reviews to monitor performance against targets, highlight critical business issues, and develop contingency plans. He managed the Structured Finance team which generated annual syndication volume of \$150 million used to balance portfolio exposures, assess pricing, and produce fee income. Bob oversaw the acquisition of (3) portfolios with assets more than \$650 million, while negotiating and structuring purchase agreements and managing business integration and portfolio conversions. He assumed leadership of Lifecycle Management Group (mid & end of lease activity) during transition period with P&L and Operational ownership responsible for annual residual maturities of more than \$100 million and produced significant returns over booked investment, providing the foundation for operational infrastructure and developing linkages with the sales team. Post-merger Bob directed integration of HP and Compaq lease portfolios into new organization structure. Reduced headcount, consolidated operation's to one location and reduced portfolio accounting systems from three to one.

Additionally, Bob developed and implemented a lease accounting system in North America that served as the baseline for HPFS global system supporting portfolios with assets more than \$8 billion. Designed lease booking module that significantly reduced manual intervention and increased booking accuracy.

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