

Derek A. Scallet Partner



Select Executive Experience

Multiple Regional and Multinational Companies, San Diego to Bay Area, CA (1991-2022)

CFO/Senior Vice President, Transformative Management

The Henley Group/New Hampshire Oak (1986-1990)

Director, Strategic Planning and Strategic Advisor to managing Directors

The Careau Group (1984-1985)

Executive Vice President (Finance)

Prohoroff Farms (1981-1984)

Vice President of Finance/Controller

KPMG (formerly Peat Marwick Mitchell & Co.) (1976-1981)

Transaction Advisor/Audit Manager/Tax Staff/CPA

Core Competencies

Transformational Management

Resource Optimization for Best Long-term Results

Best Practices and Performance Standards

Relationship Building with Key Stakeholders

Capital Management to Optimize Profitability

Identifying/Resolving Issues and Opportunities

Comprehensive Financial Reporting and Analysis

Continuous Improvement Across the Business

Executive Profile

Derek Scallet is a Partner in the San Diego office for SeatonHill. Mr. Scallet is a visionary leader and dedicated executive with more than 25 years of achievement in exceeding revenue, profit, and business growth objectives in startup, turnaround, and rapid change environments. He consistently advances best practices in corporate finance, strategic planning, enterprise evaluation, corporate accounting, and administrative standards. Derek seizes control of critical problem areas and turns businesses around, moving forward to achieve operational goals. With substantial experience enhancing value by optimizing strategies to balance market scope and scale and proven development and management for all layers of the capital stack, he is highly motivated to contribute experiential wisdom and executive leadership.

Key Experience

Multiple Regional and Multinational Companies: As Chief Financial Officer (CFO) / Senior Vice President, Transformative Management, Officer or executive advisor, Derek worked for regional and multinational companies with up to \$2B+ in revenues, 15,000 employees, and multiple entities. He executed transformational management through proactive adjustments to company vision or direction and managed fundamental change. Derek employed strong people management skills to resolve associated challenges, evaluating operations, assessing organizational structure, observing employee capabilities, analyzing product line(s), and investigating opportunities across the business. He also resolved staffing issues, including positional redundancy, skill gaps, employee development breakdowns, incentive programs, and employee morale.

Derek recognized and appraised new markets to incorporate or expand knowledge base, lengthen product reach, and underscore partnerships. He increased profits by streamlining processes and restructuring organization, enhancing efficiency within existing operating capacity. Derek also designed and instituted strategically aligned

Education & Certifications

BS

San Diego State University

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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.

Derek A. Scallet
Partner



planning and reporting procedures to establish and communicate benchmarks, performance metrics, and variances to plans to leaders across operating units. He designed and implemented "resource selection logic model" to distinguish probable highest-yielding opportunities within a defined set of marketplace options, evaluating potential acquisition partners by defining parameters, calculating value, and developing post-acquisition strategies. Most Notably, he led teams through companywide changes including acquisition, divestiture, and merger. His Financial Achievements include:

- Introduced cost based pricing strategy for competitive bidding that increased revenues and operating margin by 10%.
- Renegotiated millions of dollars in troubled debt.
- Negotiated new capital funding worth millions of dollars.
- Collaborated with executive teams to restructure a billion-dollar complex capital structure.
- Delivered enterprise evaluations and recommendations for sell or hold negotiations of \$600M+ in assets.
- Created a treasury hedging program to mitigate significant
- (\$100M+) risk of exposure to international currency fluctuations.

Select Executive Roles include:

- **Best Practices Development** for a private-equity held mortgage bank. Projects continued over seven years. \$30B+ financial institution with 2,000+ employees and nationwide growth.
- **Operations and Valuation Advisor** for one year to private OEM (Original Equipment Manufacturer) aerospace supplier. Improved market competitiveness and profitability through cost based pricing for this \$15M+ supplier to all major jet engine manufacturers.
- **Operations and Acquisition Advisor** for five years to private telecom service provider. \$200M+ international operation

with market presence in 65 countries, operated through 15+ entities.

- **Executive Vice President** for one year to a food and beer distributor in Mexico. Overhauled food and beer distributorship to increase revenues for this undercapitalized business -- competing against two incumbents holding a 98% market share.
- **Strategic Advisor** (external to internal) to IT Holdings company during three-year integration of recently acquired Amdahl. \$1B+ multinational organization with 2K employees, and 65 entities as the North American operating unit for a global 100 company.
- **President (Pro Tem)** during nine-month merger negotiations/integration of a discounted vacation options company with new private-equity parent. Raised sales and operating profit by 20% for this, at the time, pre-eminent, discount airline ticket retailer.
- **Vice President of Finance (Pro Tem)** for nine months for a multi-billion dollar civil engineering and manufacturing company, mitigated \$100M+ foreign currency exposure for this multinational unit.

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