

Steve Wolff
Partner



Select Executive Experience

Safeway Transportation (2024-2025)

Interim CFO

Peach Truck (2023-2024)

Interim CFO

EPC Power (2022-2023)

Interim CFO

AllCell Technologies (2019-2020)

CFO

ASHF (2015-2017)

CFO

DSM (2011-2013)

DIVISIONAL CFO

TRIMBLE NAVIGATION (2009-2011)

DIVISIONAL CFO

LINDE (1998-2001)

COUNTRY CFO AND CEO

Core Competencies

CFO • Turnaround • M&A

Strategic Business Development

Financial Planning & Analysis

Early-Stage Fundraising

Cash Flow Management

Financial Restructuring

Technology Implementation

Finance Organization Development

Cost Benefit Modeling
& Resource Allocation

Global Expansion

Proficient in Spanish and Russian

Executive Profile

Steve Wolff is a partner in the Chicago office of SeatonHill. Mr. Wolff has spent more than 25 years as CFO, CEO, and advisor with public, private, and private equity-owned companies with revenues ranging from start-up to \$30 billion. He has led over 20 transformation, turnaround, and M&A initiatives, and has held board chairmanships, finance and investment committee seats, and served as interim CEO and country general manager. Steve's industry experience includes transportation & logistics, consumer products, healthcare, SaaS, construction, professional services, manufacturing, financial services, human services, and non-profits. He has extensive experience in more than 40 countries across the Americas, Europe, and Asia. Areas of expertise include CEO and board advice, mergers, acquisitions and integration, global business expansion, strategic planning, finance transformations (systems and people), and FP&A. He is proficient in Spanish and Russian.

\$155M Global Utility Scale Solar Inverter Manufacturer: Steve was appointed by Goldman Sachs to serve as the company's first CFO following the acquisition. He was tasked with transforming the company's financial policies and procedures. Steve led the completion of the company's first-ever formal annual operating plan. He established treasury management services and appropriate short-term investment policies for over \$40M in initial capital injections. Steve also led the RFP for the selection of the first independent auditors and led the team in supporting the successful completion of the audit. He completed an ERP conversion and established appropriate KPIs and reporting to meet Goldman Sachs reporting standards.

Call Center: As Consulting CFO, Steve prepared this \$90 million Canadian and U.S. based firm for sale through detailed financial business case improvements, and in close partnership with I-bank to produce the offering materials. He also conducted a detailed forensic audit of all contracts that identified over \$1 million in unbilled revenue that increased the original business case valuation.

Multi-national Publicly-traded Biotech Manufacturer: As Divisional CFO, Steve led the business case development and board-level review of a \$300 million investment in a joint venture to commercialize new biochemical-based fuels technology. After leading the due diligence and roll-out of all financial and reporting processes in compliance with GAAP and IFRS, Steve served as Treasurer of the joint venture, providing sound cash stewardship and supporting construction completion on time and under budget.

Continued

Education & Certifications

BA Emory University

MBA The University of Chicago
Booth School of Business

Licenses Series 7 and 66 (inactive)

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.

Publicly-traded Hardware & Software Manufacturer: As CFO for this \$100 million division of a \$2 billion publicly traded firm, Steve grew SaaS revenue by 30% through internal investment in new products and acquisitions. He also led a cross-border acquisition of a \$15 million software manufacturer, designed financial metrics for product innovation, and drove the implementation of forecasting, analysis, and procure-to-pay systems.

PE-Owned CPG eCommerce Firm: Steve served as Interim CFO for this PE-owned \$40M CPG and Fresh Produce Distributor. The PE fund was searching for an expedient replacement for the financial leadership of a new operating company, and it was their first investment in a consumer operating company. They needed a financial leader who could quickly take control and add immediate value and Steve was selected as the first CFO hired post-PE acquisition. He completely overhauled accounting and FP&A. Steve also led the conversion to NetSuite and resolved out-of-season cash flow challenges. He provided clarity on the financial situation, which helped the PE fund and co-founders re-establish a path forward.

Family-Owned Transportation Services Firm: Steve served as Interim CFO for this \$110M contractor to over 100 Illinois and Wisconsin School Districts. He stepped in following the termination of top executives and stabilized the financial condition to ensure that \$30M in new contracts could be performed from school opening. Steve raised \$35M in term debt, and equipment and working capital financing at competitive rates, enabling the company to complete the purchase of 250 additional vehicles. He also avoided work out planned by the senior lender by performing weekly updates to the 13-week cash flow forecast, ensuring that debt service was paid on time and improving billing and collections so the firm remained covenant compliant.

Manufacturing Experience

Extensive manufacturing experience, which has included successful ERP implementations (SAP included):

Chief Financial Officer, Manufacturer of energy storage systems and batteries

Led the recapitalization of a venture-owned lithium-ion battery manufacturing operation. The venture debt holder had threatened foreclosure, margins were extremely low in high-value added prototype contracts and the company had negative cash flow. Completed the restructuring and recapitalization and gave the new majority owner a platform for long-term profitable growth and strong ROI. Also led conversion from QuickBooks to NetSuite, fully integrating all functions around effective corporate performance management and key operating metrics, leading to a 20% increase in net cash flow.

Steve Wolff
Partner



Divisional Chief Financial Officer, Publicly-traded Biotech Manufacturer

Led the business case development and board-level review of a \$300M investment in a joint venture to build a commercial demonstration manufacturing facility. After leading the due diligence and roll-out of all financial and reporting processes in compliance with GAAP and IFRS, served as Treasurer of the joint venture, providing sound cash stewardship and supporting construction completion on time and under budget.

Chief Financial Officer, Publicly-traded company's manufacturing subsidiary in Ukraine

Led the turnaround of the company which was struggling following the Asian financial crisis, resulting in significant currency devaluation, subsequent inflation rates of 20% and negative cash flow. Led the team in saving this company from closing. Today, the subsidiary is the market share leader.

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