SEATONHILL™
Strength in Numbers

Luigi Berto
Partner



Select Executive Experience

Global Material Technologies (2025–2026)
Chief Financial Officer

Plitek, LLC (2024–2025)
Chief Financial Officer

Valuepart (2019–2023)
Chief Financial Officer

Prima Power (2017–2019)
North America Chief Financial Officer

Protect-A-Bed (2010–2017)
Financial Director

Schawk (2000–2009)
Vice President of Finance

Core Competencies

- Manufacturing & Operational Finance
- Cost Accounting & Standard Costing
- EBITDA & Margin Improvement
- Budgeting & Forecasting
- Cash Flow & Treasury Management
- Working Capital Optimization
- Inventory & Profitability Analysis
- Financial Reporting & Controls
- ERP Implementations
- Banking & Lender Relationships
- Mergers & Acquisitions
- Divestitures
- Capital Expenditure Analysis & Controls
- Process Improvement

Executive Profile

Luigi is a Partner on the Midwest team of SeatonHill. He is a manufacturing CFO and turnaround specialist who helps manufacturing and distribution businesses restore profitability, strengthen cash flow, and resolve financial and operational challenges. He brings more than 30 years of finance leadership experience across domestic and international operations for companies with revenues ranging from $30 million to more than $280 million. His particular strength in manufacturing cost accounting and contribution margin analysis helps leaders understand where profits are earned, where margins are lost, and which corrective actions can improve performance. Working closely with CEOs, owners, operating teams, and lenders, Luigi improves working capital, secures financing, strengthens controls, and establishes reporting that connects financial results with operational decisions. His career achievements include improving EBITDA by $1.1 million in one year, generating approximately $924,000 in annual savings through manufacturing costing and utilization reporting, and participating in acquisition and divestiture negotiations involving approximately $62 million in transactions. He has also led ERP implementation and accounting centralization. A hands-on leader, Luigi develops finance teams and establishes the skills, reporting, and financial discipline businesses need to sustain improvements and strengthen their organizations for the future.

Industry Experience

- Manufacturing
- Distribution
- Industrial Machinery
- Earth-Moving Equipment Parts
- Consumer Products
- Multi-Site Operations
- International Operations
- Family-Owned Businesses

Education & Certifications

Bachelor of Science in Accounting and Cost Accounting
Durban University of Technology

FCIS
Administration and Management

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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.

Luigi Berto
Partner



Key Experience

International Manufacturing Group: As Chief Financial Officer of a manufacturing group with two U.S. entities and three international operations, Luigi improved cost visibility, profitability analysis, and financial controls. He reduced aged receivables, extended vendor payment terms by 12 days without disrupting supplier relationships, and shortened the monthly close by two days. He also strengthened capital expenditure approvals and expenditure review procedures.

Manufacturing Company: As Chief Financial Officer, Luigi led finance, accounting, budgeting, forecasting, treasury, and cost accounting. He enhanced contribution margin analysis, helping improve EBITDA, and provided weekly KPI reporting to give executives more relevant information for operational decisions. Luigi also strengthened internal controls, negotiated improved insurance terms, and streamlined financial reporting and payroll processes.

Family-Owned Equipment Parts Manufacturer: As Chief Financial Officer of a multi-site manufacturer with approximately $110 million in revenue, Luigi directed finance, IT, HR, and payroll. He secured additional lender financing, improved receivables management, and reduced slow-moving inventory through analysis of costing structures, sales trends, and product performance. Through establishing daily sales and profitability monitoring, Luigi helped leadership identify exceptions and take timely corrective action.

Industrial Machinery Manufacturer & Distributor: As North America Chief Financial Officer of a publicly listed European company, Luigi improved EBITDA by $1.1 million in one year through operational improvements, contract reviews, and financial analysis. He also implemented stronger collection procedures, reducing receivables more than 120 days overdue to less than 0.8%. The European headquarters selected Luigi to share financial close best practices with international teams and assist sister companies facing financial and operational challenges.

Consumer Products Distributor: As Financial Director of a distribution company with more than $100 million in revenue, Luigi strengthened reporting and internal controls, supporting the transition from reviewed to fully audited financial statements. He improved working capital through tighter collections, inventory replenishment, and margin analysis. Luigi also developed finance personnel through structured training and managed the company's transition to a larger financial institution.

Multi-Unit Manufacturing Organization: As Vice President of Finance for four business units within an organization generating more than $280 million in revenue, Luigi centralized accounting into a regional shared-services structure. He implemented manufacturing costing and utilization reporting that generated approximately $924,000 in annual savings, led a Great Plains ERP implementation, and participated in acquisition and divestiture negotiations involving approximately $62 million in transactions.

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