

Robert Kiehle
Partner



Select Executive Experience

PRO*ACT, LLC (2007-2019)
CFO

Tatum Partners (2004-2007)
Partner, Fractional CFO

TRADEMC, Inc. (2001-2001)
SVP & CFO

WorldPoint Logistics, Inc. (1998-2001)
CFO

Itel Rail Corporation (1985-1992)
VP of Finance

Core Competencies

M&A
Capital Raising
Process & Internal Control
Improvements
ERP Implementation
Turnaround & Restructuring
Debt Restructuring
Reporting and Budget Improvement
System Improvements
Accounting

Education & Certifications

MBA, Finance
University of Oregon

Executive Profile

Robert Kiehle is a partner in the Dallas office of SeatonHill. Mr. Kiehle is a successful financial leader with a proven track record of delivering positive change and organizational growth. Throughout his four-decade career, he has served as a CFO, VP of Finance, and Executive Consultant where he garnered extensive experience in M&A, debt refinancing, and raising capital. Robert helped facilitate the acquisition or investment in over 25 acquired entities and has helped raise or restructure over \$2 billion in capital in both debt and equity markets. He has successfully implemented ERP systems and instituted internal and process control measures for multiple firms.

Industry Experience

Distribution, particularly produce distribution
Equipment leasing and logistics
Aircraft services
Aerospace
Manufacturing and food processing
Equipment leasing
Logistics



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

Fresh Food Supply-Chain Network: As CFO of this company with 50 distributors and over 70 North American distribution centers, Robert was responsible for all finance and accounting, human resources, and information technology operations. He was instrumental in the restructuring, spinoff, and funding of a wholly owned subsidiary. Robert also oversaw the implementation of a consolidated customer billing platform to facilitate growth and retention of customers.

Executive Consulting Firm: Robert spent 3 years as a partner in the Dallas practice providing interim executive and consulting services for multiple firms in industries including manufacturing, forestry management, medical technology, and aerospace. His work performed included upgrading reporting processes, operational restructuring, company rehabilitation, product planning, forecasting, capital raising, and company sales increases.

Publicly Traded Produce Distribution Company: As Executive Vice President and Chief Financial Officer, Robert was responsible for all finance, accounting, human resource, and information technology functions. He spearheaded 13 acquisitions and implemented a company-wide ERP system.

Rail Corporation: As VP of Finance and Administration, Robert restructured company debt and established a growth trajectory that resulted in a portfolio of over 75,000 railcars. He was intricately involved in the acquisitions that led the company to become the largest independent rail car leasing company in North America. The company was eventually sold to GE Capital for a premium.

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