

Steve Wolff
Partner



Select Executive Experience

AllCell Technologies (2019-2020)
CFO

TechCXO (2018-2019)
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 Russian and Spanish

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 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 Russian and Spanish.

High-Tech Engineering Firm: As CFO for this manufacturer of energy storage systems and batteries, Steve led a re-capitalization and refinancing program and expanded the company's manufacturing operations to achieve rapid revenue growth across all business lines. Accountable for HR, he implemented programs to improve employee retention, and he led ERP conversion to NetSuite, fully integrating all functions around effective corporate performance management and key operating metrics.

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.

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.

Education & Certifications

BA Emory University

MBA The University of Chicago
Booth School of Business

Licenses Series 7 and 66 (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.

Steve Wolff
Partner



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.

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 Hardware & Software Manufacturer

Grew SaaS revenue by 30% through internal investment in new products and acquisitions. Also led a cross-border acquisition of a \$15M software manufacturer, designed financial metrics for product innovation, and drove the implementation of forecasting, analysis, and procure-to-pay systems.

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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