

Tracey Smith

SeatonHill Partner

CORE COMPETENCIES

CFO • Integrated Forecasting • Multi-Year Reporting • Budgeting System & Process Design • Cash Flow Improvement • M&A • Financial Practices • Coaching & Education • Divisional Management • International Transactions and Companies • Process-Function Restructuring • Contract Negotiations • IPO & Trading Exchange Preparation • Sarbanes-Oxley Compliance

EXECUTIVE PROFILE

Tracey Smith is a partner in the Houston office of SeatonHill. He has over 20 years' experience in CFO and VP Finance capacities. Tracey's approach to the business is holistic, applying audit level analysis to institute improvement measures with the goal of increased cash flow. His focus is on working capital, work in progress, inventory levels, billing efficiency, budgeting, and forecasting. Tracey has worked within a broad spectrum of industries, with an emphasis on service, manufacturing, defense, and heavy engineering.

Prior to SeatonHill, Tracey spent 14 years as an **Independent Financial Executive Consultant**, typically reporting directly to senior executives and owners. Engagements include:

Texas Based Shipyard: As interim **CFO**, Tracey designed and implemented a rigorous budgeting and reporting cadence. The result was increased operational efficiency and cash flow that enabled the company to outpace the competition and rapidly gain market share. Tracey was further engaged by the same company to prepare for listing on London's AIM exchange. This included creating and preparing an extensive integrated forecast and collaboration with the company's executive team and stock exchange advisor.

Industry Leading Fortune 1000 Company: Tracey helped facilitate the acquisition of the 2nd largest company in the industry and oversaw the integration of both treasury systems. The post-acquisition result was a seamless continuation of business that was on time and under budget.

Interdean.Interconex: Prior to his consulting years, Tracey served as the **US and Asia CFO** for what was originally a family-owned business. Upon acquisition, the new majority shareholder enlisted Tracey to modernize the company's limited financial management and accounting practices. He established procedures to accelerate billing collections and improve customer management. In addition, Tracey hired a professional controller and personally mentored the accounting staff. Within six months, Days Sales Outstanding improved by 20 days, Work-in-Progress functions achieved 75% reduction, and credibility and confidence were restored with the executive team and financial partners.

EDUCATION-CERTIFICATIONS

B.A. Administration, Economics • University of Regina

CPA Canada • Active



EXECUTIVE EXPERIENCE

Consulting [2006-2020]

Executive Financial Consultant

Interdean.Interconex [2001-2006]

CFO – USA and Asia

Alstom USA [1995-2000]

VP Finance and Administration

CONTACT

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