

Robert Kiehnle

SeatonHill Partner

CORE COMPETENCIES

Strategic CFO • M&A • Capital Raising • Process & Internal Control Improvements • Debt Restructuring • ERP Implementation • Executive Consultant

EXECUTIVE PROFILE

Robert Kiehnle is a partner in the Dallas office of SeatonHill. 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 implemented ERP systems and instituted internal and process control measures for multiple firms. Key examples include:

PRO*ACT, LLC: As **CFO** at this fresh food supply-chain network 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.

Tatum Partners: 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. Work performed included upgrading reporting processes, operational restructuring, company rehabilitation, product planning, forecasting, capital raising, and company sales increases.

Fresh America Corp: As **Executive Vice President and Chief Financial Officer** at this publicly traded produce distribution company, Robert was responsible for all finance, accounting, human resource, and information technology functions. He spearheaded 13 acquisitions and implemented a company-wide ERP system.

Itel 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. Itel Rail was eventually sold to GE Capital for a premium.

EDUCATION & CERTIFICATIONS

MBA Finance • University of Oregon

BA History • University of California at Davis



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

CONTACT

PHONE
214.704.9969

LinkedIn
<https://www.linkedin.com/in/bob-kiehnle-09a25a/>

EMAIL
Robert.Kiehnle@SeatonHill.com

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