

Albert Strausser

SeatonHill Partner

CORE COMPETENCIES

CFO • General Management • Operations • Turnarounds • Restructuring • Mergers & Acquisitions, domestic and international • Post-Acquisition Integration • International Operations • Private Equity • Family Offices • Manufacturing • Distribution • Construction • Chemicals and Life Sciences • Real Estate • Acquisition Transaction Financing

EXECUTIVE PROFILE

Albert Strausser is a partner in the Houston office of SeatonHill. Albert has led organizations from \$5 million to \$1 billion in revenue, typically as CFO with dual financial and operational leadership responsibility. His executive roles include Chief Financial Officer, Chief Operating Officer and General Manager of public, private, emerging growth, and international companies. After twenty years in Fortune 500 companies, over the last decade Albert's primary focus has been lower middle market companies, typically facing a turnaround situation and often ending in a sale transaction. He has extensive experience overseeing all aspects of financial management, operations, sales & marketing, IT, and human resources for small and large middle market companies. These roles have been executive positions at various businesses, in fulltime, interim or fractional capacities. Industry focus includes manufacturing & distribution, chemicals and life sciences, financial services and commercial real estate.

KEY EXPERIENCE

Hercules Poly: Albert initially assumed the **CEO** role for the business owner with health issues who later sold the business to Hercules Poly, at which point Albert became Hercules' **CFO**. He led the integration effort, which exceeded the 2019 plan by over 25%. In 2020, EBITDA was over 250% of pre-acquisition base, and despite the challenges of Covid, set all-time earning records. Albert drove the go-live implementation of the ERP system in less than six months. He also renegotiated increased credit with a different bank, which more than doubled available credit resources at lower costs.

Family Office Commercial Real Estate Company: As fractional **CFO** of a family office involved in commercial real estate, hotels and restaurants, Albert developed internal accounting processes, hired a team, and built routine reporting for owners, minority investors and lenders. He changed the lead banking relationship and applied for and was granted over \$2 million in historic tax credits. Albert also managed all accounting when the businesses were transferred into two trusts.

MetroGroup: As interim **CFO** of this private equity owned, distressed direct and transactional mail company with 6 locations, Albert drove the shutdown of two direct mail plants and the corporate office. He consolidated operations into a third plant which achieved \$10 million in annual savings. He split the business into three virtual operations, prepared three different Confidential Information Memorandums, and led all management presentations. The sales that followed the restructuring transformed what was a losing investment into a strongly profitable exit for the private equity owners.

Fisher Scientific International, Inc. (NYSE: TMO): As **Group Vice President, Finance** for this \$1 billion group comprised of 13 life science and chemical companies, operating on four continents, with more than 100 legal entities and 3,600 employees, Albert acquired eight life science companies (four international) with a total investment of \$1.3 billion. He personally negotiated terms and detailed purchase agreements for five of the acquisitions and led post-closing integration for the finance and HR functions of the acquired businesses into Fisher, while preserving double digit sales and income growth. Albert also restructured the European and US chemical operations, nearly doubling income.

EDUCATION & CERTIFICATIONS

BS Accounting with Distinction • Pennsylvania State University
CPA
CMA



SELECT EXECUTIVE EXPERIENCE

Hercules Poly, Inc. [2019-2021]
CFO

Suffolk Solutions LLC [2008-2021]
Managing Partner

DIMONT [2015-2016]
CFO

Visual Communications Experts of Pinellas and Houston [2008-20112]
Managing Partner

Metrogroup Holdings, LLC [2006-2008]
CFO

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