

# Mary Hoitt

SeatonHill Partner

## CORE COMPETENCIES

CFO • Strategic Planning • Cash Flow Management • Turnarounds • Restructuring • Merger and Acquisition Integration and Divestures • Capitalization • International Financial Reporting • Exit Planning and Implementation • Startup Ups • Budgeting • Forecasting • Profit Building • Sarbanes-Oxley (SOX) • Operational Streamlining • Policy Development • International Business • Change Management • Regulatory Compliance • Cost Controls

## EXECUTIVE PROFILE

**Mary Hoitt** is a partner in the Los Angeles office of SeatonHill. She is an accomplished executive with over 25 years in CFO and VP of Finance roles serving both public and private firms, from early-stage start-ups to global companies, with annual revenues over \$300 million. Mary has restructured and turned around numerous distressed entities, including 3 mergers and 1 management buy-out within the U.S., and 8 acquisitions and 3 divestures for European and South American corporations. She successfully raised more than \$50 million in PIPE financing for several public companies and over \$20 million of equity capital for various private firms. Her industry experience includes high-tech and medical device manufacturing, computer software, supply chain management, and commercial and residential property management.

**Sterling Foxx LLC:** As a partner for this management consulting firm, Mary provided fractional CFO, restructuring, and M&A advisory services to both U.S. and international public and privately held companies. As **fractional CFO** for a **privately held construction company**, Mary discovered and rectified financial inconsistencies, secured \$2M line of credit, developed 1- and 5-year projections, and developed a succession plan approved by the board of directors. As **CFO** for a **global management services firm**, Mary developed and implemented a five-year plan to expand business worldwide that achieved a 200% annual growth rate. She then aligned the business for eventual sale. As interim **VP of Accounting** for a **publicly-traded storage device manufacturer**, Mary restructured global finance and accounting departments, implemented a worldwide payroll system, and reduced global expenses.

**Tatum LLC:** As a partner for this national consulting firm, Mary conducted various client engagements, including her role as **fractional CFO** for a **publicly traded medical device manufacturer** where she restructured \$2.5 million in debt, secured \$10 million in debt and equity financing, obtained an additional \$1.7 million in cash, and led all areas of finance and operations to turn around and position the company for growth.

**Sorento Networks Corporation:** As **VP of Finance and acting CFO** for this publicly-traded manufacturer of intelligent optical networking solutions, Mary managed all accounting, worldwide treasury functions, and financial reporting for the parent company and its 13 subsidiaries. She reduced overall debt by 85%, secured \$32 million in PIPE financing, negotiated a \$5 million reduction in foreign tax penalties, and restructured European operations. Mary also led the acquisition and integration of a subsidiary into the parent organization and ultimately aligned the company for sale.

## EDUCATION & CERTIFICATIONS

**Master of Business Administration** • University of Phoenix  
**Bachelor of Business, Financial Accounting** • National University  
**Certified Public Accountant (CPA)** • State of Maryland  
**Chartered Global Management Accountant (CGMA)**  
**Certified Business Exit Consultant (CBEC)**  
**Certified Mergers and Acquisition Advisor (CM&AA)**



## EXECUTIVE EXPERIENCE

**Sterling Foxx LLC [2010 to 2020]**  
Partner, Management Consultant

**Tatum LLC [2008-2010]**  
Partner, Management Consultant

**Meret Optical Communications [2005-2008]**  
CFO

**Peregrine Systems [2004-2005]**  
Director of Financial Planning

**Sorrento Networks [2002-2004]**  
VP Finance, acting CFO

## CONTACT

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