

Jeffrey Kirsch

SeatonHill Partner

CORE COMPETENCIES

CFO • Private Equity • Cash Management • M&A • Due Diligence • Business Analytics • Balance Sheet Steward • Working Capital Management • Problem Solving • Team Building • P&L Management • EBITDA Performance Management • Process Improvements • National Shared Service Operation • Risk Management • Strategic Planning • Budgeting & Forecasting • Big 4 Audit Management • Balanced Key Metrics • Competitive Advantages

EXECUTIVE PROFILE

Jeffrey Kirsch is a partner in the Philadelphia office of SeatonHill. He has over 25 years' experience in CFO and VP Finance roles where he kept a vigilant eye on competitive advantages, built cohesive finance teams, helped companies grow, and was an effective right hand to the CEO and COO. Jeff's core strengths lie in his ability to establish and leverage internal relationships with all aspects of the business to build a culture that promotes teamwork, execution, and constant learning.

Prior to SeatonHill, Jeff worked for 16 years with various firms as an **Executive Management Consultant** performing **CFO** and **VP of Finance** roles including:

M&A Project – Pharmaceutical: As **VP of Finance**, Jeff developed a pro forma M&A financial model for a potential acquisition. His model incorporated a multitude of detailed assumptions, developing a balance sheet, p&l, cash flow analysis combined in a 5-year plan. Ultimately, his report served as a basis to successfully secure Private Equity financing, and today the acquired company is thriving as a stand-alone pharmaceutical manufacturer.

Aeronautical Parts & Manufacturing Company: As **CFO/VP of Finance** Jeff managed external Big Four audits, built integrity to balance sheet accounts, led business process improvement, redesigned monthly financial package, trained Controllers on how to effectively manage and analyze accounts, managed bank covenants, and credit agreements. He resolved team chaos and rebuilt team stability.

Pharmaceutical Company: As **CFO**, Jeff recreated the monthly financial pack for the leadership team building insight into what's working and what's not working. He built key financial and operational analysis, KPI's, and gained commitment on EBITDA as the number one key initiative. Presented with a big list of internal process problems, he managed each problem by assigning objectives with three key result measurements as a framework for problem-solving. From this technique, his team became proficient at problem-solving. He built cash flow forecasts, budgets, and 5-year strategic plan.

GE & Alcatel Alstom: Prior to consulting, Jeff was country **CFO and VP of Finance and Administration** at this \$500M US engineering subsidiary of a global \$2.4 billion French parent company. He managed over 50 individuals and 8 direct reports to develop a nationally shared service that streamlined operational performance resulting in increased processing speed and lower overall costs. His tenure there was 10 years.

EDUCATION & ASSOCIATIONS

MBA, Finance • Drexel University

BS, Accounting • West Chester University



EXECUTIVE EXPERIENCE

Fidato Partners-AC Lordi [2008-2020]
CFO Management Consultant

Tatum [2004-2008]
CFO Management Consultant

Alstom [2002-2004]
Country CFO

CONTACT

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