

Chris Ruffner

SeatonHill Partner

CORE COMPETENCIES

CFO • Strategic Planning • Budgeting & Cost Management • Process Design & Improvement • Profitability & Cost Analysis • Mergers & Acquisitions • Financial Planning & Analysis • Cash Flow Optimization • HR & Benefits • Insurance & Risk Management • Turnarounds • ERP Systems & Technology Utilization

EXECUTIVE PROFILE

Chris Ruffner is a partner in the Houston office of SeatonHill. For over 25 years Chris has performed within Big 4 audit and senior executive roles for both public and private companies. His expertise is in enabling high growth companies to optimize operational efficiency and refine and expand models of profitability. Vertical expertise includes private-equity backed mid-tier oilfield services, midstream oil and gas, manufacturing, and construction. His international experience includes leading large finance teams in-country, including expatriate rotations in Scotland and Norway. Core skills include financial reporting, inventory and cost accounting, HR, legal, risk management, M&A, and back office and ERP system integration. Prior to SeatonHill, Chris served as fractional CFO for multiple oil and gas companies and as CFO for Endurance Lift Holdings, a \$300 million provider of artificial lift products, and Innovex Downhole Solutions, a \$300 million provider of well completion and well construction downhole equipment.

KEY EXPERIENCE

Fractional CFO: As **Fractional CFO** for multiple oil and gas service companies that manufacture a broad suite of products, Chris quickly professionalized accounting and commercial processes and controls and created a 13-week cash flow and integrated annual forecast to provide visibility into cash flow and financing requirements. He led M&A efforts using cost-effective structuring to facilitate expansion opportunities. Chris revamped the monthly financial reporting packages for each company to provide enhanced analysis required for shareholder communications, board meetings, and bank reporting.

Innovex Downhole Solutions Inc.: As **CFO** for this \$300 million oilfield services company that manufactures and services well completion and well construction downhole equipment, Chris actively integrated back-office processes from 3 separate businesses and built an experienced accounting team to support market leading growth. His team implemented a Macola ERP System and LucaNet reporting platform across 12 operating locations in less than 6 months. Chris refinanced an \$84 million credit facility with PNC Bank providing liquidity to support the company's rapidly growing working capital needs.

Accelerated Companies LLC: As **VP and CFO** for this \$225 million oilfield services company that manufactures and services of artificial lift solutions and fluid handling equipment, Chris coordinated all due diligence efforts during the compressed 60-day sale process to Dover Corporation. The closed deal was valued at over \$430 million. He also improved the timeliness of internal and external monthly reporting as the company exceeded year over year EBITDA targets by 20%.

ABB Vetco Gray inc. (subsidiary of GE): As a **Senior Financial Leader** for this \$1.5 billion oil & gas manufacturing and services company, Chris led a team of 35+ Finance employees supporting a \$400 million business with two major operating units in Norway and branch operations in Denmark, Russia, and the Caspian. When serving as **EPC Controller**, Chris was the finance liaison with all worldwide operating units, where he turned around a \$250 million Eastern region business unit, achieving positive profitability and liquidity within 18 months.

EDUCATION & CERTIFICATIONS

MA Accountancy • University of Georgia
BS Mathematics • Davidson College, Davidson, North Carolina
CPA • Texas, South Carolina



SELECT EXECUTIVE EXPERIENCE

Fractional CFO [2020-Present]
Fractional CFO

Endurance Lift Holdings LLC. [2019-2020]
CFO

Innovex Downhole Solutions, Inc. [2015-2019]
CFO

Accelerated Companies LLC [2013 - 2014]
VP & CFO

ABB Vetco Gray Inc. [2003 - 2008]
Regional Finance Manager, Controller

PwC [1999 - 2000]
Audit Manager

CONTACT

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