

Erich Stolz

SeatonHill Partner

CORE COMPETENCIES

CFO • Turnaround • Restructuring • Growth Strategy • Cash Flow • Net Profit Acceleration • Boosting Productivity • Private Equity • Governance • P&L • Sales & Marketing Strategy • M&A • Distribution • Manufacturing • Industrial Services

EXECUTIVE PROFILE

Erich Stolz is a partner in the Houston office of SeatonHill. He draws on a career that spans four decades as a CFO, COO, President, CEO, Consultant, and board member. Fluent in German and English, Erich has broad-based international experience in several industries. He has managed companies from \$12 million to \$600 million in every stage of their life cycle. Areas of focus include turning around distressed underperforming companies, creating and executing sustainable growth strategies, building positive cash flow, and developing well designed, accurate accounting functions. Prior to SeatonHill, Erich was an **Executive Consultant** who helped to transform 36 troubled organizations in the U.S. and Europe into growth-orientated, profitable entities. Key examples include:

European Private Equity Firm: As interim **CFO** Erich orchestrated the turnaround of three U.S. divisions by streamlining operations, setting KPIs, and acquiring better aligned talent. Sales revenues grew by \$50 million (from \$156 million to \$206 million), and EBITDA improved \$12.1 million (from a \$3.59 million loss to a \$8.52 million profit).

Bober Engineering Group: As interim **CFO** Erich restructured the 11 portfolio companies of this \$345 million private equity owned firm. He streamlined operating expenses across all divisions, achieved a 1-year cost reduction, and led the sale of the company to Siemens Europe for \$38 million over original expectations.

Mundy Companies: As interim **CFO**, Erich developed a \$1 billion growth plan for 6 operating units experiencing flat growth at \$249M annual revenue. The action plan provided detailed, incremental financial maneuvers to revitalize the company. After 4+ years since the plan's inception, Mundy Companies will close fiscal year 2020 with over \$700M in revenue.

Schoff Process Systems: As President and **CFO** for a US subsidiary, Erich increased sales from \$12 million to \$75 million, increased manufacturing productivity by 334%, improved the company's performance rating from the bottom #73 ranking to #4 worldwide, and grew profits from \$0 to \$12 million, producing record dividends for 5 consecutive years.

EDUCATION & CERTIFICATIONS

BA Accounting & Finance • Elmhurst University

MS Engineering Management • Drexel University

MBA Business & Financial Management • Marquette University

Board Leadership Fellow • NACD, National Association of Corporate Directors

CTP • Certified Turnaround Professional

CC • Certified Controller



EXECUTIVE EXPERIENCE

1 CFO Center [2014-2020]
Executive Consultant

American Mgt Advisors [1999-2020]
CFO

A.G.I.V. [1996-1999]
Executive Consultant

CONTACT

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