

Kenneth H. White

SeatonHill Partner

CORE COMPETENCIES

CFO • Executive Leadership • Mergers & Acquisitions • Raising Capital • Change Management • Operations & Finance • Strategic Planning • Business Development • Emerging Growth • Debt Restructuring • Turnaround

EXECUTIVE PROFILE

Ken White is a partner in the Houston office of SeatonHill. For over 35 years, Ken has served within various executive roles including Chief Executive Officer, Chief Operating Officer and Chief Financial Officer of public, private, emerging growth, and international companies. He has extensive experience overseeing all aspects of financial management, operations, sales & marketing, IT, and human resources for small and large middle market companies. Industry focus includes manufacturing & distribution, high tech, energy services, commercial real estate & mixed-use development.

KEY ENGAGEMENTS

Tatum by Randstad: As **Senior Partner** for this national financial and technology consulting and advisory firm, Ken worked with multiple clients. Representative engagements include:

- As **Advisory Consultant and later CFO** for a \$1.2 billion national commercial real estate subsidiary of a Fortune 1000 equivalent investment and operating growth fund, Ken served as an executive mentor, initiated process improvements, secured public financing, and oversaw asset acquisitions and business combinations.
- As **interim President & CEO** for a \$500 million multi-state distributor, the fifth largest distributor of hardline products in the U.S., Ken led all functional departments of the company in a turnaround environment, securing \$50 million in new credit facility, realigning distribution centers, and positioning the company to attract new investors.
- As **interim CFO** for a \$400 million international manufacturer, Ken oversaw the conversion and integration of a new generation Macola ES ERP system and manufacturing production system.

Emerging Technology Manufacturer: As **President and CEO** for this early-stage manufacturer and distributor of newly designed and patented technology, Ken established manufacturing relationships in China, South America, Mexico, and the U.S., and secured sales representatives and distributors in thirty U.S. states and three Canadian provinces. He consummated private placement funding aggregating \$10 million through a convertible debt facility and Series A preferred stock issuance and sold the company to several billionaire investors.

Central Parking System: As **VP & General Manager** for this publicly traded and worldwide leader in transportation management, Ken led all facets of operations, new business development, administration, accounting, and finance for the third largest U.S. market. He operated 10% ahead of budget during adverse market conditions and positioned the division for 25% growth to more than \$75 million.

Premisys Real Estate Services: As **CFO** for this former real estate subsidiary of publicly traded The Prudential, which operated in 27 cities and serviced \$25 billion in assets, Ken was one of three key players on the senior management team that grew the company 1,200% in seven years. He coordinated the company's sale to Cushman & Wakefield, achieving a 20% increase in value over industry standard. Ken integrated PeopleSoft with JD Edwards ERP system and reduced financial and accounting costs by 65%.

EDUCATION

BBA, Accounting & Finance • Southern Methodist University

CPA • Texas



SELECT EXECUTIVE EXPERIENCE

Tatum, LLC [2009-Present]
Senior Partner

Arcalux Corporation [2003-2009]
President and CEO

Central Parking System [2001-2003]
VP & General Manager (City Leader)

Enron Energy Services [1999-2001]
Sr. Director, New Bus Development

Cushman & Wakefield [1997-1999]
Managing Director Asset Services

Premisys Real Estate Svcs. [1990-1997]
CFO

CONTACT

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