

Steve Wolff

SeatonHill Partner

CORE COMPETENCIES

CFO • Turnaround • M&A • Strategic Business Development • Financial Planning & Analysis • Early-Stage Fundraising • Cash Flow Management • Financial Restructuring • Technology Implementation • Finance Organization Development • Cost Benefit Modeling & Resource Allocation • Global Expansion • Proficient in Russian and Spanish

EXECUTIVE PROFILE

Steve Wolff is a partner in the Chicago office of SeatonHill. Mr. Wolff has spent more than 25 years as CFO, CEO, and advisor with public, private, and private equity-owned companies with revenues ranging from start-up to \$30 billion. He has led over 20 transformation, turnaround, and M&A initiatives, and has held board chairmanships, finance and investment committee seats, and served as interim CEO and country general manager. Steve's industry experience includes healthcare, SaaS, construction, professional services, manufacturing, financial services, human services, and non-profits. He has extensive experience in more than 40 countries across the Americas, Europe, and Asia. Areas of expertise include CEO and board advice, mergers, acquisitions and integration, global business expansion, strategic planning, finance transformations (systems and people), and FP&A. He is proficient in Russian and Spanish.

High-Tech Engineering Firm: As **CFO** for this manufacturer of energy storage systems and batteries, Steve led a re-capitalization and refinancing program and expanded the company's manufacturing operations to achieve rapid revenue growth across all business lines. Accountable for HR, he implemented programs to improve employee retention, and he led ERP conversion to NetSuite, fully integrating all functions around effective corporate performance management and key operating metrics.

Call Center: As **Consulting CFO**, Steve prepared this \$90 million Canadian and U.S. based firm for sale through detailed financial business case improvements, and in close partnership with I-bank to produce the offering materials. He also conducted a detailed forensic audit of all contracts that identified over \$1 million in unbilled revenue that increased the original business case valuation.

Multi-national Publicly-traded Biotech Manufacturer: As **Divisional CFO**, Steve led the business case development and board-level review of a \$300 million investment in a joint venture to commercialize new biochemical-based fuels technology. After leading the due diligence and roll-out of all financial and reporting processes in compliance with GAAP and IFRS, Steve served as Treasurer of the joint venture, providing sound cash stewardship and supporting construction completion on time and under budget.

Publicly-traded Hardware & Software Manufacturer : As **CFO** for this \$100 million division of a \$2 billion publicly traded firm, Steve grew SaaS revenue by 30% through internal investment in new products and acquisitions. He also led a cross-border acquisition of a \$15 million software manufacturer, designed financial metrics for product innovation, and drove the implementation of forecasting, analysis, and procure-to-pay systems.

EDUCATION & CERTIFICATIONS

BA • Emory University

MBA • The University of Chicago Booth School of Business

Licenses • Series 7 and 66 (inactive)



SELECT EXECUTIVE EXPERIENCE

AllCell Technologies [2019-2020]
CFO

TechCXO [2018-2019]
CFO

ASHF [2015-2017]
CFO

DSM [2011-2013]
DIVISIONAL CFO

TRIMBLE NAVIGATION [2009-2011]
DIVISIONAL CFO

LINDE [1998-2001]
COUNTRY CFO AND CEO

CONTACT

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