

Peter M. Gardener

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CFO ▪ COO

Creative Business Solutions for Complex Circumstances

Dynamic business leader with global experience in financial analysis, metrics, and scenario modeling to assess business initiatives, strategic partnerships, and actionable investment decisions.

Innovative thinker with creative ability to build systems and develop people to achieve successful outcomes.

Recognized for mental acuity and perseverance in situations that require advanced levels of organizational competence. Ability to identify operational strengths, weaknesses in business systems.

Areas of Expertise

- Strategic Business Transformation
- Intellectual Insight
- Corporate Change Management
- Global Business Experience
- Corporate Strategy
- Mergers and Acquisition
- Financial Modeling
- Business Process Automation
- High Performance Teams
- Investor Service
- GAAP
- Bilingual – English / French

Key Strengths

- Flexible / Adaptable
- Principled
- Innovative
- Decision Making
- Results Oriented
- Collaborative
- Communicative
- Competitive
- Action / Solution Focused
- Inclusive
- Tenacious

Value to the Organization

- ✓ **Pioneered innovative method of generating new revenues through non-traditional methods.**
- ✓ **Restored company strength by solving problems of inventory management and FDA regulatory issues.**
- ✓ **Turned around struggling, failing business by correcting ERP system configuration and updating consolidated invoicing process.**
- ✓ **Identified and resolved cost containment issues by controlling monthly cell phone expenses and eliminating inter-company budget transfers.**

Professional Experience

SELF EMPLOYED, Dallas, TX

2020–Present

Chief Financial Officer / Chief Operating Officer

Provide corporate and private equity buyers with broad range of advisory services to support mergers and acquisitions, spin-offs, and divestitures. Manage and execute wide range of multifaceted transactions including structured deals, product licensing, joint ventures, and asset purchase agreements.

- Completed engagements that identified, designed, and implemented creative business and technology solutions.

TRICON LOGISTICS LLC, Dallas, TX

2019–2020

Startup provider of logistical services (Ocean, Air, LTL, Warehousing)

Chief Financial Officer

Partnered with first-time CEO to rebuild recently acquired assets / operations.

- Refocused sales activity from relationship selling to systematic and predictable revenue model.
- Matured workflow, improved management reporting, and simplified invoicing by leading internal and external team to reconfigure ERP and SaaS.
- Recovered bank and investor confidence by building credible sales forecasting and cashflow models.

BELLUS MEDICAL LLC, Dallas, TX 2015–2019
Startup provider of innovative solutions for medical aesthetic practices.

Vice President, Finance

Key advisor to Board of Directors and CEO. Identified business model deficiencies; developed practical counter measures. Revitalized strategic partner relationships and reorganized business operations.

- Led company to 4 consecutive quarters of positive cash flow and profit by bringing capital investment and operating expenses under control.
- Rebuilt business operations, ERP system, and IT infrastructure.
- Developed commercial rules, pricing, and loyalty programs.
- Drove company to profitability for first time in history and kept it there.

CAPITAL DISTRIBUTING LLC, Dallas, TX 2013–2015
Provider of superior customer experience in hi-tech luxury appliances.

Corporate Controller

Directed financial planning and forecasting. Guided leadership team’s strategic goal setting. Evaluated, selected, and implemented ERP solution.

- Assessed market penetration by creating original tools to compare sales data from ERP to building permits.
- Optimized compensation quotas and territory assignments.
- Saw 30% revenue growth through managed cash flow, logistics, and other financial systems.

MOTOROLA SOLUTIONS ▪ CASSIDIAN COMMUNICATIONS, INC., Richardson, TX 2012–2013
Developers of open system architecture for public safety communication.

North American Accounting & Sales Operations Financial Manager

Assembled accounting team including French expats and U.S. employees to focus on revenue recognition.

- Implemented MS Dynamics AX ERP system.
- Led restructuring of cost model and reevaluated revenue recognition process.

NOKIA SIEMENS NETWORK LLC 2001–2012
Joint venture between Nokia and Siemens to provide network equipment and leading-edge operating solutions.

Country Finance & Control – Controller, Irving, TX

2009–2012

Recognized as financial expert on R&D segment. Oversaw finance and accounting for all 5 R&D centers in U.S. Focused on cash flow, transfer pricing, and strategic projects with emphasis on balance sheet and internal controls.

- Served as key participant in worldwide cost reduction project.
- Served as key player in continuous stream of acquisitions, divestitures, and reorganizations.

R&D Controller, Irving, TX

2007–2009

Project Controller, Boston, MA

2002–2007

Technical Proficiencies

MS Office ▪ Tier 1 ERP (SAP) ▪ CRM ▪ SQL ▪ QuickBooks ▪ Peachtree (Sage 50 Accounting) ▪ IFRS

Education

B.S.–Economics & Finance, Bentley University, Waltham, MA

Graduate Certificate–Micro-Economics, University of Massachusetts Graduate School, Lowell, MA