



KATHY COFER

CHIEF FINANCIAL OFFICER

CONTACT

-  432-934-7945
-  KCofer@gmail.com
-  New York, NY
-  www.linkedin.com/in/kc

CONTRACTING

CHIEF FINANCIAL OFFICER
AAW Trucking, 2014 – Present

CHIEF FINANCIAL OFFICER
Crest Industries, 2017 – Present

EDUCATION

MA, BUSINESS
ADMINISTRATION
New York University
2009

BS, ORGANIZATIONAL
MANAGEMENT
Rutgers University
2007

PROFESSIONAL PROFILE

Accomplished financial leader with a history of driving organizational growth, profitability, and stability. Possesses deep controllership, treasury, and forecasting experience with organizations ranging from \$50M to \$4B in revenues and \$20M to \$200M in assets. Relationship builder who is known for earning the trust of boards, influencing at levels, driving consensus across the senior executive team, and managing external stakeholders. Versatile professional who sets enterprise strategy but can also operate in the details when needed. Inspirational team leader who is known for developing talent, shaping positive culture, and building high-performing teams.

STRENGTHS

STRATEGY/FORECASTING

- Growth Strategy Development
- Cost/Benefit Analysis
- Liquidity Analysis & Reporting
- Mergers & Acquisitions
- Financial Planning & Analysis
- Cash Flow Reporting

CONTROLLERSHIP

- ERP Implementations
- Contract Negotiation
- Financial Reconciliations
- Project Budgeting and Audit

TREASURY

- Equity Processes
- Bank Debt Reporting

LEADERSHIP/PERSONAL

- Team Leadership
- Employee Development
- Board/Shareholder Management
- Influencing

PROFESSIONAL EXPERIENCE

CHIEF FINANCIAL OFFICER
Jones Industries, LLC / February 2017 – May 2018

Hired to transform a 12-employee finance function into a high-performing unit and prepare the company for sale. Modernized and professionalized HR, AR/AP, payroll, and purchasing groups. Generated, analyzed, audited, and presented financial reports, forecasts, and remediation strategies to the CEO and board. Prepared all tax filings, R&D credits, and divestiture documents.

- Repaired six years of accounting inaccuracies which created the financial foundation needed for future growth.
- Served as a key leader and negotiator in the sale of Jones Industries to private investors for \$135M (4X multiple).



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CERTIFICATIONS

CERTIFIED MANAGEMENT
ACCOUNTANT
Institute of Management
Accountants

TECHNICAL SKILLS

- Microsoft Office
- QuickBooks
- Microsoft Dynamics
- Deltek Vision
- Global Shop Solutions

COMMUNITY INVOLVEMENT

VICE PRESIDENT
Arlington School
Endowment Fund

FUNDRAISER
American Cancer Society

PROFESSIONAL EXPERIENCE *continued*

CORPORATE FINANCIAL CONTROLLER

Stewart Holding Company / September 2008 – February 2017

Led finance and accounting functions for a \$350M organization and its three subsidiaries (Engineering, Construction, and Fabrication/Manufacturing). Managed a team of 18 finance professionals who oversaw payroll, tax, AR/AP, asset management, inventory, and contract administration. Prepared, analyzed, presented, and audited all financial reports for the organization, including income statements, balance sheets, budgets, and cash flow statements.

- Successfully led eight financial audits, three IRS audits, and four project audits, which kept the organization in good standing with government agencies and shareholders.
- Successfully implemented an ERP software solution, resulting in the consolidation, accessibility, and practical use of financial data.
- Instrumental in the divestiture of subsidiary organizations to private equity firms, which liberated \$40M in capital for other investments.

U.S. EASTERN REGION CORPORATE PP&E ACCOUNTANT

Quantum Services / October 2004 – December 2008

Managed fixed asset capital expenditures for the organization's East region and led a team of 21 accounting professionals. Assigned financial oversight for 7 divisions with \$4B in revenue and \$200M in assets. Researched, analyzed, reconciled, and prepared financial reports for acquisitions, fixed assets, disposals, retirements, and depreciation. Reviewed, audited, and ensured accuracy of regional AFE job costing, accounts payable, sales tax, and journal entry postings.

- Successfully reorganized PP&E department, resulting in balance sheet reporting improvements.
- Audited balance sheets and implemented successful internal controls which reversed Quantum's 'pink sheet' trade status.

EARLY CAREER

CONTROLLER / ASSET COORDINATOR

Master Aluminum / January 2000 – October 2006