

MARK A. SZAFRANOWSKI

CPA, CGMA | CFO & FINANCE STRATEGY EXECUTIVE

Growth • Transformation • Value Creation • Global Operations

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EXECUTIVE VALUE PROPOSITION

Finance leader who connects financial strategy with business performance. Trusted by CEOs, owners, operating leaders, and investors to strengthen and transform finance organizations, improve visibility and cash flow, execute growth strategies, and create the operating discipline required for sustainable value creation. Brings a hands-on leadership style across public, private, PE-backed, and global businesses—from venture-stage companies to Fortune Global 500 environments.

SELECTED BUSINESS IMPACT

\$474M Global SaaS and services business scaled from \$195M	9.3% Revenue CAGR across a ten-year transformation	20%+ Margin improvement from a 12% starting point
\$400M+ Capital deployed across 14 global acquisitions	\$168M Annual revenue contributed by acquisitions	2.5x+ Increase in operating cash flow

WHAT I BRING

Strategic Finance

Translate market, operational, and financial intelligence into executable growth plans and capital-allocation decisions.

Finance Transformation

Build reliable closes, controls, forecasting, KPI reporting, cash disciplines, systems, and teams.

M&A and Portfolio Strategy

Evaluate, prioritize, execute, and integrate acquisitions, divestitures, and portfolio investments.

Operational Partnership

Work beyond finance to connect pricing, working capital, inventory, customer economics, and execution.

Value Creation

Improve revenue quality, margins, cash flow, enterprise readiness, and long-term business performance.

Hands-on Leadership

Shift comfortably between board-level strategy and the hands-on work required to strengthen the foundation and build for growth.

BEST-FIT LEADERSHIP MANDATES

Scaling growth • Professionalizing finance • Improving profitability and cash • Preparing for a transaction • Integrating acquisitions • Strengthening forecasting and KPIs • Founder-to-institution transition • Interim or transformational CFO leadership

CAREER HIGHLIGHTS

PE-BACKED PORTFOLIO | VP FINANCE / CFO

Led finance and back-office functions across a \$45M manufacturing, distribution, and cannabis portfolio. Increased EBITDA \$350K through freight recovery; reclaimed \$300K in tax refunds; reduced inventory investment 22% and DIOH 34%; cut 90+ day receivables from 23% to below 5%; reduced the tax burden by 90% across two cannabis companies; and shortened the close from 15 to 5 business days.

PUBLIC-COMPANY OPERATING CFO

Served as CFO of an \$80M, 60+ store entertainment retailer and a \$20M multi-state appliance retailer. Refinanced debt to save more than \$1M annually; reduced audit fees 20%; implemented NetSuite and point-of-sale systems; and shortened monthly close from 21 to 7 days.

GLOBAL STRATEGY & M&A LEADER

Brought into the senior leadership team and partnered across the business to transform Wolters Kluwer Financial Services from a \$195M U.S. banking solutions business into a \$474M global risk and compliance technology leader. Prioritized and invested more than \$400M in 14 acquisitions contributing \$168M in revenue and \$57M+ in margins; led strategy, business cases, due diligence, and post-acquisition integration.

INTERIM / CONSULTING CFO

Provided finance, accounting, and strategy leadership to manufacturing, recycling, retail, and B2B services businesses. Secured equipment and asset-based lending, built cash and Treasury disciplines, improved systems and controls, and partnered with operators on cost and process rationalization.

REPRESENTATIVE VALUE-CREATION RESULTS

- **Growth:** 13% revenue CAGR in a bearings distribution business despite tariff pressure; built organic growth cases ranging from \$4M to \$10M.
- **Working Capital:** Reduced inventory 22%, DIOH 34%, and severely aged receivables to below 5%; aligned payables with a 35-day DSO.
- **Profitability:** Improved freight recovery from 33% to more than 90%; delivered \$350K EBITDA improvement; reduced insurance costs 10% while expanding coverage.
- **Finance Foundation:** Resolved five-plus years of accounting issues, created auditable financials, automated manual work, strengthened cash and inventory controls, and redirected staff toward analytics.

INDUSTRIES, ENVIRONMENTS & CAPABILITIES

Industries: Manufacturing, distribution, SaaS/fintech, B2B services, retail, recycling, pharmaceuticals, and cannabis.

Environments: Public, private, PE-backed, founder-led, venture-stage, multi-entity, and global operations.

Core capabilities: Strategy development and execution; FP&A; financial reporting; GAAP and SEC reporting; M&A; cash and Treasury; lending; systems implementation; cost reduction; KPIs; internal controls; talent development; accounting and tax coordination.

CREDENTIALS & ENGAGEMENT

CPA | CGMA | B.S. Accountancy, Northern Illinois University | AICPA | Illinois CPA Society

Open to CFO, interim CFO, VP Finance, and select senior finance leadership opportunities. For a detailed employment history, download the full executive résumé at MarkSzafranowski.com.