

# TYLER B. HARRIS

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## CFO – VP FINANCE

Strategic Executive <sup>3</sup> Direct Report to Board Chairman <sup>3</sup> Key Advisor to CEO

### Shaping Fiscal Policy, Global Strategy, & Margin Improvement (US, Europe, APAC)

New Profit Opportunities - Multicultural Leadership - International Contract Terms

**S**enior Finance executive and growth strategist credited with guiding global manufacturer through economic and profit challenges — creating sustainable technology, operations, cost, revenue, and quality improvements. **Motivational leader** who builds and develops top-performance teams, including high potentials.

### Top Finance Executive Driving Strategies to Counter Economic Downturn

Global Contracts - Cost Controls - Quoting - Startup Success

€ **\$500K Better Cash Flow** in 6 months by tightening A/R process and controls.

€ **53% OPEX Savings** over 2 years in APAC (now generating 60% total sales), plus 200% rise in efficiency via continuous process improvement and automation.

€ **Rapid Rise in Profits** (and significant turnaround in margins) from new costing schedule integrated into custom quoting for full-system sales. Boosted forecast accuracy 30% via global team communications.

€ **80% Drop in Monthly Close** (5 days vs. 25) with newly automated systems and well-defined milestones.

€ **Company-Wide IT Improvements**, including new MRP system (staffing, CRM, engineering planning, service).

Strategic Planning & Execution - Subsidiary Startup - M&A - Decision Support - IT Strategy - Performance Metrics  
Market Trends - Operations Efficiency - Vendor Negotiations - Team Building & Performance

"The smartest thing I've done was to put Tyler as #2 in charge... I want the Board to recognize his contribution." – CEO

## Professional History

### **CARR MANUFACTURING, LLC**, Atlanta, GA | 2005–Present

Shouldered increasingly broad authority for all Finance and IT systems, plus strategic growth recommendations at \$215M global manufacturer of automotive electrical supplies to worldwide vehicle producers.

### **Vice President Finance - Vice President HR** | 2010–Present

Direct Report to CEO & Board - Oversight of US & APAC Teams

### **Director of Finance / Controller - Director of HR** | 2005–2010

Direction for Plant, HR, & Accounting Staff

### CFO-Level Oversight for All Finance & Administration

**Recruited by owner as senior finance executive**, earning promotion to hold global oversight of Finance, Operations, Training, Sales Operations, and hiring. Lead and support strategic decisions through business analysis. Formulate annual forecasts, Board presentations, and manufacturing costing reports / models. Oversee up to 150 total reports.

Strategic Direction - Payroll, A/P, A/R - IT Oversight - Change Management - Multi-Division Financial Reporting  
Board Presentations - Financial Modeling & Analysis - Procurement Strategy - Cost & Quality Controls - P&L Forecasting

CARR MANUFACTURING, LLC: VP Finance; VP HR (Continued...)

**Executive & Operational Leadership —**

- } Shaped strategic direction in concert with President and Board – ***driving steady revenues even as competitors folded*** – while co-chairing executive team investigating new-market opportunities. Identified and vetted medical markets, led entry into Russia, created fiscal analyses, and influenced new sales-tech staff hiring strategy.
- } Influenced revenue growth from reps in Switzerland, Sweden, Germany, Italy, Singapore, Taiwan, Hong Kong, Russia, Israel, Saudi Arabia, Poland, and France with instructions in long-cycle qualifying, consulting, and closing.
- } Led and influenced hiring, setting recruiter terms plus executive, sales, consulting, and staff contracts and salaries; recruited via LinkedIn, website, and trade associations. Conducted executive / sales interviews.
  - Added cost-effective benefits (Section 125 plans, premium-only plan, health award program, 401(k), profit sharing); cut workers' compensation rates 60%. Won \$200K state grant vital to funding technical training.

**Financial Systems & Reporting —**

- } Expedited receivables with overhaul of A/R collections – increasing cash flow by striking new vendor payment terms and customer payment schedules.
- } ***Quickly reversed cash flow problems*** early in tenure; alleviated issues in credit line and vendor payment forecasting. Rebuilt vendor relations, strengthening ties with strategic partners.
- } Spearheaded IT upgrades affecting project costs and inventory tracking in tandem with technical leaders, conferring on decisions including new ERP, Epicor MRP, and MS Exchange solutions; researched accounting software options for customization.
  - Led ERP implementation; built cross-functional team to work with vendor and managed migration / testing.

**Profit & Growth Strategy —**

- } Streamlined sales process, ***turning around stagnant revenue growth*** with new costing workbook that expedited quoting process and improved bottom-line results. Built financial models crucial to contract negotiations.
- } Improved contribution margins 5% (\$6.3M) by tightening order controls, using new sales quoting and costing data, and setting aggressive pricing goals.

**Cost Control & Bottom-Line Contributions —**

- } Cut \$700K in 2 years with new, higher-quality performance expectations – empowering employees to make key decisions through increased accountability and transparency.
- } Decreased inventory levels 75% (***stabilized for 8+ years***) with vendor strategies for using excess components.
- } Reined in costs and project schedules and pushed Purchasing to obtain competitive quotes; cut supplier pricing.

**Education**

Bachelor of Science in Accounting  
University of Minnesota, Duluth

**Civic Affiliations**

**United Way** – Leadership Positions for Carr Manufacturing:  
Campaign Advisory Committee (4 Years), Campaign Chair / Member (16 Years); Funds Distribution Committee (2 Years)  
**Non-Profit Parent Support Group:** Secretary / Treasurer