

JONATHAN M. WAINRIGHT III

1852 Hidden Meadows Court • Dallas, TX 75215 • 469.555.4242

jmwainright@myhome.com

Professional Synopsis

Over 10 years as Vice President of Finance and Chief Administrative Officer successfully building and leading a high performance distribution network for a global manufacturing company with annual revenues exceeding \$1 billion and \$2.6 billion invested capital. Skilled at melding financial branches with core operations and developing productive cross-enterprise alliances. Highly experienced in combining strategic and tactical financial planning. Highly qualified in business development, operations, and profit/loss management. Distinguished record of reversing financial declines and capturing significant cost reductions through process redesign and performance enhancement.

Educational Background

MS Finance, Texas A&M University, College Station, TX
BA Economics & Mathematics (dual major), Cornell University, Ithaca, NY
CPA/CMA
Six Sigma Black Belt Certified

Specific Areas of Expertise

Strategic and Tactical Business Planning	Financial Modeling
Mergers, Acquisitions, Corporate Integration	Revenue and Profit Optimization
Divestitures, Asset Liquidation	Equity Financing
Risk Management	Public/Private Capital Markets
Global Tax Planning	Capital Expenditure Analysis and Funding
SEC Regulatory Compliance, Banking Relations	

Professional Experience

WESTERN ENTERTAINMENT CORPORATION, Dallas, TX **1998 to Present**
Senior Vice President of Finance and Chief Administrative Officer, (2003 to Present)

Hold autonomous decision-making authority for all financial and administrative functions of this \$1.6 billion global entertainment and distribution company with 4 assembly warehouses and 200 distribution facilities located in 5 countries. Identify and mitigate business and operational risks worldwide with accountability for budgeting, SEC and banking, investments, tax planning and compliance, accounting, acquisitions/due diligence /integration, customer service, payables/receivables, information technology, human resources, and legal. Report directly to the CEO and manage 8 direct and 435 indirect support staff.

Partnered with the CEO and Board of Directors to develop a new strategic direction for the company and co-chaired the executive team that led the company through a critical restructuring process. Effort grew annual revenue from \$329 million to \$1.6 billion, reduced operating costs by \$32.7 million, and increased earnings before interest and taxes (EBIT) by 58.7% (\$212 million).

Led negotiations, guided the due diligence effort, and integrated a Dutch acquisition (Netherlands Distributing) that provided a \$126 million revenue influx and reduced combined operating costs by \$3.1 million.

Changed order controls and pricing targets, improving the contribution margin by 1% (\$6 million,) and implemented Oracle ERP for the global operations, reducing the cost of customer order fulfillment by \$14 million.

Obtained Industrial Revenue Bond financing for a new 920,000 square foot printing/binding/distribution facility at 75% of the market interest rate and ensured that construction was completed within the originally approved budget.

Developed the first usable metric reporting system and initiated financial and operational performance reviews, leading to early correction of unfavorable operating variances totaling \$34 million; 24% of planned direct margin.

Vice President of Finance, Domestic Operations (United States), (2001 to 2003)

Promoted to Chief Financial Officer responsible for the \$361 million domestic division. Accountable for financial operations, accounting, customer service, information technology, human resources, and legal department. Directed strategic/operational planning, forecasting, budgeting, treasury, cash management, risk management, payables/receivables, capital investment, credit and closing/reporting. Collaborated with marketing and sales to develop pricing strategies, and developed alternative business strategy situations for the executive team.

Negotiated a large, multiple media production and global distribution agreement with a wholesale distribution company that produced a gross margin in excess of 38% and dropped \$32 million to the bottom-line.

Worked with manufacturing to centralize the procurement function and installed a new capital ordering process that eliminated redundant equipment purchases and saved \$2.3 million in budgeted capital expenditures.

Restructured the cost allocation process to provide product managers with a clearer understanding of the cost of goods and services being provided, reducing domestic operating expenses by more than \$2 million annually.

Reduced outstanding accounts receivable from 120 days to 46 days, improving cash flow by \$36 million annually and allowing for the payoff of a high-interest, short-term loan costing \$5.1 million in annual interest expense.

Corporate Controller and Director of Finance, (1998 to 2001)

Managed day-to-day operations of the finance and accounting functions with direct accountability for budgeting, forecasting, treasury, internal controls, risk management, payroll, deferred contract accounting, operational planning, payables/receivables and closing/reporting activities. Facilitated CEO reviews of all product segments and developed product reviews for the entire senior executive staff to improve performance assessments and investment decisions.

Selected to serve on a senior management team that played a pivotal role in growing domestic sales from \$122 million to \$248 million, while reducing operating costs by \$4.1 million (11%) and increasing EBIT by 52.6% (\$17.2 million).

Saved \$3.4 million versus the budget within the first year, while significantly improving staff performance through a management style that promoted established metrics, delegation, empowerment and accountability.

Collaborated with the CEO and CFO during the acquisition of 2 media distribution companies valued in excess of \$300 million, eliminating \$4.2 million in redundant operations within both manufacturing and administration and increasing the company's state code market coverage by 32% (from 18 to 24 states).

Developed a business case to divest a service business that was losing \$3.5 million annually, and interfaced with the buyer (IntelliServe).

MAINSTREAM MEDIA CORPORATION, Houston, TX
Vice President, Finance**1995 to 1998**

Recruited into this \$24 million media development and deployment company as part of a turnaround team. Accountable for finance, accounting, planning, budgeting, tax planning, treasury/cash management, and risk management. Developed cross-enterprise matrix teams and directed internal/external reporting for statutory, management, and investor requirements.

Alleviated a \$2 million negative cash flow and produced a \$120,000 profit within the first 12 months.

Negotiated a profitable \$8 million license and services contract – the largest ever – with a major health insurer.

Created quarterly publications, key elements in growing revenue by 65% (\$24 million) between CY1995 and CY1998, while ensuring consistent profitability in preparation for the company's IPO or sale.

Formulated a plan that clearly defined business segment objectives and explicitly linked budgets to business objectives, saving an estimated \$300,000 annually in reduced state and federal tax liabilities.

Improved the credit process and reduced portfolio delinquency from 72% to 28%, generating \$1.1 million in additional cash flow which was used to finance an Internet venture that has grown by more than 1,000% since CY1996.

UPLAND INSURANCE CORP., Albuquerque, NM
Assistant Corporate Controller, (1993 to 1995)**1989 to 1995**

Directed the general accounting function, as well as financial analysis/planning, short-term operational planning, budgeting, investor relations, and litigation support for this \$2.2 billion life insurance company. Partnered with core operating business units across the company to analyze financial performance and deliver reductions in operating costs.

Implemented disciplined accounting controls critical to complying with SEC requirements and instituted a cash management program that increased bottom-line profitability by \$2.1 million within the first year.

Formed a team comprised of accounting and information technology professionals and redesigned the general ledger account structure, cutting the number of general ledger accounts by 30% and reducing month-end reporting by 3 days.

Implemented a company-wide ERP system integrating 4 separate systems into one application (including human resources and payroll), reducing headcount by 5 employees and saving \$232,000 annually.

Commended by the CEO for significantly strengthening investor relations by improving the company's credibility with industry analysts and major investors through frequent and honest communications.

Manager, Financial Planning & Analysis, (1989 to 1993)

Responsible for the development of annual operating plans, financial analysis, and review of the firm's overall financial performance. Facilitated the strategic financial planning process for the CFO and conducted internal audits.

Crafted the first in-depth strategic plan to analyze shareholder value and the competition, leading to an aggressive expansion strategy into the Canadian market which currently generates \$625 million annually in gross revenue.

Established a quality control task force to ensure policy protocol virtually eliminating buy-back demands, conserving capital, and avoiding over \$20 million in potential loan losses.