

# GRAHAM KNIGHT

Chiang Mai, Thailand, +66 8 9119 0000, graham\_r\_knight@hotmail.com  
Skype: thaitrack, www.grahamrknight.com

## CFO & CIO

### CFO of the Year 2017 - Excellence in Technology - CFO Innovation Asia Awards.

I'm a finance & systems guy with 22+ years of PQE who enjoys building teams that look beyond pure month end number crunching to deliver analysis and reports to decision makers that enable them to be pro-active in reinforcing good behaviours and reducing detrimental outcomes.

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Process Engineering - Systems Implementation - Management Reporting - Finance Strategy  
CFO - Regional CFO - Finance Director - Financial Controller  
ERP Implementation - Business Planning - Cash Management - Start Up - CFO of the Year 2017 -  
Team Building - Hands-on - Change Management

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## WORK EXPERIENCE

### IGLU / Red Orange Co., Ltd, Chiang Mai, Thailand

*Remote Working IT Services Provider*

**CFO** | 2019 – to date

*Responsible for 5 sales/production entities in TH, HK, EE, GB & VN*

- Designed & implemented in-house accounting systems across 5 jurisdictions in <5 months using Xero accounting software
- Produced first consolidated 5 year multi-currency, multi-entity forecast & budgets for investor appraisal using Calxa online forecasting software.
- Reduced error rate in invoicing to <0.5 % from >5% by introduction of invoice approval process, data validation steps, item code design & master databases.
- Partnered with CTO to design, create, test and introduce bespoke payroll software to manage employee net pay, fund balances and Profit Related Pay payouts across all entities
- Drove reduction/elimination of paperwork and cash through introduction of digital/online invoice and payment processes

### Safran Cabin, Chiang Mai, Thailand

*€20bn Aerospace Manufacturing*

**CFO / Head of IS/IT** | 2018 – 2019

*Responsible for manufacturing site in Thailand & shared service centre covering 3 BU in Thailand, Netherlands & USA. Head of IS department for ERP implementation, factory systems & IT team responsible for office systems and networking.*

- Orchestrated IT project across 3 Business Units delivering a simplified shared data store eliminating more than 75% of inconsistent report data.
- Implemented Executive Summary dashboards using PowerBI on mobile and web service for sales & order tracking providing almost real time information flow to senior management on a global basis.
- Delivered Excel based forecasting model in collaboration with the sales team for monthly re-forecasting, improving forecast accuracy & consistency by 100%.
- Accelerated Green Belt project to deliver validated savings of €100K in 2019 on waste products reduction.

- Introduced a consolidated sales & gross margin budget tool which delivered exponential gains in budget granularity & phasing to improve planning & variance analysis.
- Implemented shared service Excel & Power Query training days reducing month end reporting time by 1 day and improving accuracy.

## **Satit Bilingual School, Bangkok & Chiang Mai, Thailand**

*Dual Campus International Private School*

**CFO & Head of IT** | 2016 – 2018

*Responsible for dual campus international bilingual school covering finance, IT & legal. Implementation of School Information Systems, Accounting Systems and Active Directory Management & IT Network Security*

- Awarded CFO of the Year 2017 - Excellence in Technology - CFO Innovation Asia Awards.
- Maximised support capabilities of 4 IT staff to enable an increase in school client devices by > 100% across 2 remote campuses with no headcount increase.
- Reduced lost working hours and data inconsistencies through selection & implementation of School Information System [RenWeb].
- Delivered first ever dual campus consolidated accounts & business plan for successful THB 700m re-financing.
- Improved new academic year forecasting by 100% through real time online tracking & analysis of sign-ups & resignations by year group & academic track.
- Panel speaker at CFO Innovation Forum, Bangkok 2015 & 2016
- Minimised non-electronic supplier payments to be <1% of all payments through continuous expansion of alternate payment options.

## **Siam Flexible Industries, Samut Sakorn, Thailand**

*SME, Packaging Manufacturing*

**Finance Director** | 2010 – 2015

*Responsible for Thailand ERP system implementation & Australian Payroll management. Finance department setup.*

- Decreased time required for month end account production from 2 months to 1 day by migration from outsourced to in-house accounting and implementation of ERP [SYSPRO].
- Accelerated customer quotation response time from 48 hours to <5 minutes by development & implementation of Excel VBA based quotation model.
- Recruited & trained the entire finance team including Financial Controller, AP/AR/FA and delivered a successful succession plan with FC stepping up to FD role.
- Increased shipping container load accuracy by 30% through introduction of real time SQL / Excel VBA order management system increasing customer retention and order profitability.
- Reduced stock and manufacturing losses by >US\$100K annually by conversion from periodic to perpetual stock accounting and implementation of manufacturing cost variance analysis, GRN system, product line cost allocations.

## **HighSideTours**

*Adventure Tourism*

**Founder - Managing Director - Chief Instructor** | 2003 - 2010

- Achieved compound revenue growth of 25% for initial 3 years through targeted marketing and promotions.
- Awarded “Most Inspired Track Day” designation from Fast Bikes Magazine, May 2005.
- Achieved best in industry safety record of <1% injuries across 5 years of operations.

