**TIMOTHY N. TAYLOR**

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### EXECUTIVE SUMMARY

Results driven, objective-focused, finance and management professional with a varied career in general accounting, finance, operations and business analytics for a blend of manufacturing, distribution, warehousing and agricultural companies. Solid leadership competencies with particular emphasis on managing and mentoring staff members. Demonstrated financial and accounting expertise of all aspects of business from sales & marketing strategy to supply chain, SIOP processes, and manufacturing.

 **CORE COMPETENCIES**

 Strategic Planning ~ Business Team Leadership ~ Staff Management ~ Motivation ~ Compensation Program Design ~ Cost & Trend Analysis ~ Statistical & Sensitivity Modeling ~ Identifying Profit Erosion ~ Accounting Acumen ~ Budget Planning & Implementation ~ Manufacturing, Warehousing & Logistics ~ Negotiations

### EMPLOYMENT HISTORY

**SUN BULB COMPANY-BETTER-GRO COMPANIES, LLC Arcadia, FL**  2007 – Present

*A national supplier of the finest orchids, orchid supplies, potting media, fertilizers and home décor accents to major retail garden centers such as The Home Depot and Lowes, as well as independents garden centers throughtout the U.S and Carribbean.*

**Director of Finance and H/R**

* Oversee all aspects of accounting, finance and H/R including A/P, A/R, budgeting, banking and financial planning.
* Compiles all financial reporting, including statement preparation, reconciliations, workpapers and variance analysis as well as additional investigative reporting for a group of three shared-ownership companies.
* Price Testing – creates, updates and maintains price testing models to allow review of impact on gross margin for changes in cost and list price between sales channels from SKU to department level.
* Unit Forecasting – develop detailed sales forecasts, which feed our analysis matrixes through the supply chain, to determine unit forecasts, and develop product purchase and raw material need forecasts.
* Created new SKU P&L models and return on capital models, used to greenlight/redlight product development process.
* Provides ad-hoc analysis to CEO on profitability of SKU groups, lines and categories among various selling channels.
* Coordinate all finance and accounting audit activities with 3rd parties including reviews/audits by independent firms and government agencies, as well as business practice audits with our major retail partners.
* Implemented standard costing system, and overhead allocation rates, as well as revised and standardized chart of accounts to improve efficiency in presentation and analysis of company financials.
* Revised and implemented new H/R policies and procedures including Paid Time Off and Attendence as well as compiling a new employee handbook.

**PREMIER BEAUTY SUPPLY, INC. Lincolnshire, IL** 1999 – 2006

*An independent distributor of trend setting professional hair care products who partners with their customers to deliver exceptional education, innovative marketing, and valuable promotions, servicing salon professionals in Illinois, Indiana, Michigan and Ohio.*

**Controller**

*Accounting/Financial*

* Performed all accounting and financial reporting functions including statement preparation, account reconciliations, workpaper creation, budget prep and variance analysis, as well as additional analytical and investigative reporting.
* Prepared and facilitated all audits including multiple state sales tax, personal property tax, IRS, and bank borrowing.
* Implemented company-wide comprehensive budgeting and reporting process, including chart of accounts/departmental ledger design, employee training for tracking, guidelines and deadlines, resulting in overall company stabilized financial results.
* Systematized cash and liquidity management, produced cash budgets, introduced ZBA, centralized sweeps and overnight investment vehicles.
* Established capital expenditure and non-recurring budgets and tied into cash flow forecasting.
* Maintained vendor relationships, negotiated payment and drayage discounts.
* Calculated, collated and submitted for vendor rebate programs. Tracked collection of same.
* Managed, changed and maintained all banking relationships.
* Handled contract and lease negotiations and renewals.

**WURTH BAER SUPPLY COMPANY, Vernon Hills, IL** 1995 – 1998

*Würth Baer Supply Company is one of the nation's leading specialty wholesale distributors to the woodworking industry, offering an extensive inventory of decorative and functional hardware and fittings, tools, shop supplies, surfacing materials, and board and panel products.*

**Asst. Controller**

* Oversaw all financial and accounting functions for a $100 million/yr. distributor of cabinetry hardware and laminate, including statement preparation, budget creation and reporting.
* Computed and filed all sales tax returns (25 states).
* Performed employee payroll processing.
* Proofed all payables processing.
* Proofed all salesforce commissions.
* Approved all salesforce expense report submissions, and maintained 'Runzhemier' auto vehicle expense program variables.
* Project head for company-wide computer system upgrade in 1996.
* Integrated and trained accounting functions/personnel of acquired companies.
* Facilitated processes/procedures and reporting changes when company was purchased by
* German multinational in 1997.
* Youngest individual named to corporate 'strategic team' consisting of upper management in 1998.
* Implemented comprehensive company-wide monthly financial review process.

**FRED KIER ASSOCIATES/CORNERSTONE PROMOTIONS, Libertyville, IL** 1993 – 1994

*Fred Kier Associates/Cornerstone Promotions was an advertising agency/fulfillment warehouse specializing in the marketing and sale of “As Seen On TV” compiliation music CDs.*

**Warehousing & Fulfillment Manager**

* Promoted from Accounting Manager position in sister company to head new warehousing and fulfillment department.
* Managed shipping, receiving, customer service and order processing.
* Managed company distribution software and hardware implementation.
* Negotiated packaging and shipping rates with vendors/delivery services.

**Accounting Manager**

* Managed all accounting activities including A/P, A/R and cash management.
* Facilitated accounting systems upgrade to MAS-90.

### EDUCATION AND PROFESSIONAL DEVELOPMENT

**Master of Science-Finance (M.S.) - 1993**

University of Illinois at Urbana/Champaign, IL

3.4/4.0 GPA

720-GMAT Entrance Score (96th Percentile)

**Bachelor of Science-Finance (B.S.) - 1991**

Northern Illinois University, Dekalb, IL

4.3/5.0 GPA

32 ACT Entrance Test Score (98thPercentile)

**Professional/Personal Development**

Member: Institute of Managerial Accountants

VITA Volunteer (Volunteer Income Tax Assistance Program)

Member of the Benevolent & Protective Order of Elks-Punta Gorda, FL

**Skills/Attributes**

Fluent in the use of the Microsoft Office package, including Excel, Word, Outlook and Access.

Designed Access database forms, reports, queries and macros to manage data and reporting

Expert in use of all functions, tools and layouts in Microsoft Excel, including compilation of basic macro code.