

Michael F. Courtade

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CAREER SUMMARY: Experienced **Accounting and Finance Professional** who has successfully contributed to the operations and financial management of a variety of corporate entities from Start-Up to Fortune 500 companies. Strategic planning, US GAAP financial reporting, forecasting, budgeting, project cost accounting, business operations and staff management are key areas of professional experience.

QUALIFICATIONS:

- Financial/GAAP/IFRS Reporting
- Strategic Planning
- Analytical Problem Solving
- Leadership/Motivation
- Forecasting/Budgeting
- Project Management
- Project Cost Accounting
- Multi-state sales tax
- Start-up Operations
- Contract Negotiations
- Customer/Supplier Relations
- Staff Management/HR

ACHIEVEMENTS:

- **Developed, implemented and managed** operations and accounting systems for a start-up division of industry leading Canadian company. **Results:** Company was able to successfully grow sales from \$4M in first year to \$16M in year five. Operating budget was reduced 20% as a result of cost savings program.
- **Negotiated** multi-million dollar contracts for the sale and installation of industrial warehouse racking systems. **Results:** Successfully negotiated contracts that resulted in positive cash flow, realistic implementation schedules and minimal business risk. Improved gross margin by 10% due to negotiation of back-charges with suppliers.
- **Demonstrated** exceptional leadership, managerial and entrepreneurial skills throughout career. Consistently took initiative to apply new software, streamline procedures and promote team work. **Results:** Recognition by top management of motivation and focus on profit maximization led to consistent promotions to managerial positions. Increased corporate profits by reducing wasteful use of resources and automation of procedures.

PROFESSIONAL EXPERIENCE:

Consultant

Buffalo, NY

2007 – Present

Currently active as a consultant for companies that have short term projects with critical deadlines and limited internal resources. Providing 15 years of experience in financial reporting, budgeting, systems implementation and management, cash management, operating efficiency improvements, and strategic planning.

Moog, Inc.

East Aurora, NY

2010

Consultant – Corporate HQ – Senior Financial Analyst – allocated overhead costs of IT and HR departments over 5 divisions.

- Analyzed and reconciled prepaid, accrual and employee benefit balance sheet accounts.

HSBC Bank USA

Buffalo, NY

2008 – 2009

Consultant – Group Reporting – Senior Accountant – prepared IFRS intercompany financial reports.

- Analyzed and reconciled intercompany P/L and B/S variances for over 300 counterparties.
- Investigated sub-systems reporting and implemented modifications to correct mis-codings.
- Instructed various departments on proper utilization of new accounting system.

Uni-Select USA

Buffalo, NY

2007 – 2008

Consultant – Senior Accountant – analyzed/reconciled cash accounts for over 30 distribution centers and 100 retail locations.

Axion Power International, Inc.

New Castle, PA

2006 – 2007

Axion Power is a developmental stage public company that started research and development operations in Toronto, Canada and has since relocated to New Castle, PA. Its' primary operations focus on the development and commercialization of a new patented lead carbon battery technology for use in energy storage devices.

Interim Controller – temporary position for the purpose of re-filing SEC 10K's for years 2003 to 2005.

- Analyzed transactions from inception to create separate trial balances for US parent and Canadian operating subsidiary.

- Prepared multi-currency consolidated financial statements, disclosure schedules and variance notes from original filings for inclusion in the re-filings of 10K's for years 2003 to 2005.
- Reviewed debt and equity instruments for proper recording and disclosure requirements.

Ronco Communications & Electronics, Inc. Tonawanda, New York

2005 – 2006

Ronco Communications is a \$160M distributor and integrator of communications equipment. They distribute nationally and have service and installation centers in FL, MA, ME, NC, NY, PA, SC & VT. They are one of the top five distributors of Nortel products and employ over 350 employees.

Corporate Controller

- Increased availability of operating line of credit by \$500K, improved accuracy of collateral certificates utilizing downloads and spreadsheet calculations. Reduced preparation time by 75%.
- Revamped accounting system for inventory transactions resulting in the elimination of \$50K swings in unidentified monthly inventory valuation variances.
- Improved the efficiency and accuracy of daily cash management from 90 minutes to 10 minutes.
- Designed and implemented bank reconciliation process of multiple bank and general ledger accounts. Result was improved efficiency of reconciliation process from two weeks to one day and eliminated unidentified variances averaging \$25K.

Global Storage Systems, Inc. (Konstant, Inc.) Buffalo, New York

1999 – 2004

Global Storage Systems is a \$16M national sales, engineering and construction organization of industrial warehouse racking systems that employed up to 50 employees. It is the U.S. division of the EconoRack Group, the Canadian industry leader based in Toronto. It has since consolidated with another U.S. division, Konstant.

Controller/Operations Manager

- Developed and maintained annual budget and forecast models.
- Prepared and analyzed US GAAP financial statements; identified and addressed variances.
- Designed and maintained job costing model to determine WIP and GP for 50 projects per reporting period.
- Designed and implemented Purchasing, A/P and A/R systems using AccPac software and Excel.
- Implemented and maintained cash management model including foreign currency.

Cellular One - Southwestern Bell (AT&T) Buffalo, New York

1994 – 1999

Cellular One is a regional division of Southwestern Bell and the market leader in cellular telephone service in 7 upstate New York markets. It employed over 300 employees. It has since consolidated with AT&T.

Budget Manager/Senior Accountant

- Prepared and analyzed 7 regional and individual market budgets and financial statements and prepared budget vs. actual variance notes for Regional monthly reporting.
- Revamped budget process reducing man-hours to prepare by 400%, improved turnaround time after revisions, and improved accuracy.
- Developed and prepared rate plan and revenue flash reports, new product line profitability.

EDUCATION:

Golden Gate University

Monterey, California

- Bachelor's of Science in Accounting
- GPA: 3.97
- Awards: Distinguished Accounting Achievement Award - for the outstanding graduate of the Bachelor of Science Program in Accounting
- Summa Cum Laude
- Honors: Dean's List

State University of New York

Albany, New York

- Bachelor's of Arts in Psychology
- Honors: Dean's List

CPA EXAM: Passed May 1995

SKILLS:

- People Soft
- Oracle
- Moog Business Systems
- Ronco Business Systems
- AccPac Multi-currency
- QuickBooks Pro Multi-currency
- Essbase
- Khalix
- Visual Basic
- Excel
- Access
- AIA contracts
- Sales tax (26 states)
- Microsoft Office
- Lotus Notes

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