

George T. Marshall

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SENIOR FINANCE & IT PROJECT MANAGEMENT LEADER

Senior Finance Executive with extensive experience in the design, development, implementation and management of comprehensive accounting, budgeting, financial reporting and audit compliance systems. Successful in linking accounting and finance with general operations to provide hands-on financial leadership for strategic planning, business development and production operations. Excellent leadership, analytical and technical qualifications. Equally effective in the development and delivery of leading edge technologies and system applications to support challenging business demands. Core competencies include:

- Startup & Turnaround Operations
- Budgeting & Financial Reporting
- Accounting & Finance Operations
- WAN & LAN Technologies
- Multi-site System Integration
- Strategic Business Planning
- Staff Development & Leadership
- System & Network Administration
- Hardware & Software Configuration
- User Training & Technical Support

PROFESSIONAL EXPERIENCE

XYZ CORPORATION

1998 – Present

Nation's leading xxx company...publicly traded on the New York Stock Exchange

ABC Inc., (wholly-owned subsidiary), San Antonio & Houston, Texas

**Assistant Director, Corporate IT Business Systems / Director of Digital Printing
Controller / Assistant Controller / Business Development Manager / Material Planner
Purchasing Agent / IT Administrator**

Eight-year career highlighted by increasingly responsible positions based on exemplary analytical, technical and leadership qualifications. Key highlights include:

- Promoted to corporate headquarters to lead the centralization and integration of all accounting and production reporting for 76 company subsidiaries. Currently engaged in analyzing and evaluating the companies' infrastructures, negotiating and purchasing hardware, managing a new system upgrade and facilitating user training. Concurrently manage a Citrix farm for 850+ users, 50 different servers and 5 business systems.
- Handpicked to direct the startup of a printing department from inception. Full leadership for all planning, development, staffing and administrative needs. Recruited, trained and managed a production team. Designed and installed a state-of-the-art Xerox Digital Document Center. Initiated a real-time tracking system and a quality control program that maximized efficiency and enhanced customer satisfaction. Drove department revenues from a zero base to \$1 million annually.
- Led the turnaround of three departments (mailing, data processing, order fulfillment) through the implementation of new process improvements, system enhancements and staff development programs. Achieved an across-the-board increase of 10% in net profitability.

PROFESSIONAL EXPERIENCE *(Continued)*

- Chosen by senior management to grow business within the company's largest account, XXX. Assumed business development role for a sales and customer service team, all strategic market planning, competitive market analysis, key account management and retention. Created and facilitated a comprehensive tracking system that streamlined production work flow to meet fulfillment requirements and optimize performance levels. Introduced value-added services that significantly increased profitability and annual revenues.
- Served as financial leader for a \$14 million operation. Managed and trained an accounting team performing A/R, A/P, payroll, account reconciliation, general ledger, inventory control, job costing and cash flow management.
- Negotiated and implemented outsourcing strategies and established contingency plans that optimized forecasting and material planning efforts and eliminated material shortages.
- Managed a \$3 million procurement operation of raw materials. Led successful negotiations with national vendors, delivering a 28% cost reduction within one year.
- Functioned as IT Administrator supporting eight servers and 100+ users. Assumed full responsibility for budgeting, purchasing and IT project installations. Spearheaded the transition from outdated departmental technologies to highly functional, streamlined and cost effective client-server technologies and business solutions that have dramatically improved efficiency, decreased expenses and optimized data integrity. Introduced active directory over WAN connection, Cisco Aironet wireless LAN, fiber optic LAN., Web and FTP site implementation.
- Represented the company at universities and career fairs. Interviewed, recruited and mentored new management trainees.
- Recruited from a competitive group of undergraduate students and enrolled in a comprehensive management development program. Rotated through IT, purchasing, material planning, finance and production gaining thorough knowledge and experience of all business units.

EDUCATION

University of Houston, Houston, Texas
BS, Finance & Marketing 1997

XYZ Corporation
Management Development Program

TECHNICAL SKILLS

**Citrix XPe & Presentation Server 4.0 • Crystal Reports • Progression Macola
ADP • Ceridian • Hyperion • Printcafé • Promail • SmartLinc
MS Office • Microsoft Exchange • Windows XP • Windows 2003 Server**