

JULIE DELISE

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BUSINESS-FOCUSED CPA AND FINANCE EXECUTIVE

Instinctively quick to adapt to dynamic situations and strategically lead teams to award-winning results.



Rewarded for consistently delivering results:

- Chosen to lead both rapidly growing organizations as sole controller of \$1B company after 2010 company merger and 2-in-a-box controller roles.
- Invited to serve on 14-member operating committee, executing company strategy and critical issue response, as well as 5-member 401(k) and profit sharing committee to strategize with and guide the corporate plan.
- Earned 15 Presidential Awards for timely execution of tax strategy.
- Recognized as go-to Ernst & Young Senior Accountant for 1st-year and high-profile audit engagements, for innate ability to recognize, prioritize, and balance client needs versus job requirements.

Reputation for positively affecting change:

- Directed \$250M capital redemption, saving tens of millions of dollars in taxes.
- Recruited and built loyal, high-performing teams with low attrition rate.
- Reduced bad debt from \$1.1M to \$0.1M after establishing internal controls in direct-store-delivery (DSD) organization.
- Appointed by CFO to run implementation of customer pricing and vendor bill back system; successfully implemented and went live with 0 issues.

**Strategy • M&A • Business Integrations • System Implementations • Team Development • IFRS • Financial Close
Big 4 Public Accounting • Reporting • Budgeting • Forecasting • Treasury • Credit • Lean Process • SAP**

EXPERIENCE

AMERICAN FOODS CO. | CHICAGO, IL | 2010–PRESENT

\$23B food company and leading foodservice distributor, partnering with ~250K chefs, restaurateurs, and foodservice operators.

Division Vice President, Controller (2012–Present)

Appointed by new CFO after company merger and shared controller position to manage 5 direct reports, lead 100+ person organization, collaborate with/report to parent company executives, and oversee multifaceted operations, including financial and cost accounting, treasury, credit, reporting, forecasting, planning, DSD administration, and warehousing.

Initiate and lead multimillion-dollar cost/tax savings and performance improvement programs.

- Drove highest internal audit scores in company history by establishing best practices for internal controls in DSD organization in areas of route settlements, inventory, fixed assets, expense reporting, credit, and accounts receivable.
- Directed \$250M capital redemption and cash pooling implementation for U.S. entities, saving tens of millions of dollars in taxes. As a result, awarded 1 of 15 Presidential year-end awards for 2016.
- Led team through vendor recall with full recovery of \$3.5M loss from vendor.
- Improved working capital days and free cash flow by increasing days payable outstanding (DPO) by 40%.

Strategic thought leader, delivering results by leveraging industry knowledge and simplifying complexity.

- Key member of Sigma U.S. Opportunities Project charged with integrating \$110M fast-growing sister company into Bar-S operating model capturing thousands in synergies.
- Led steering committee through key initiatives, including SAP Human Capital Management and Payroll Implementation, as well as High Jump Sales Application Implementation, on time and under budget.
- Author quarterly president's letter and operating analysis for executive committee and board of directors.

Consistently recognized as an industry leader.

- Selected as 1 of 100 out of 79,000 ALFA employees globally to participate in first year of **Stanford's Executive Leadership Program** and then to participate in **ALFA's MIT Leadership Program**.
- Chosen to serve as 1 of 5 members on 401(k) and Profit Sharing Advisory Committee and 1 of 7 members on Executive Operating Committee responsible for company strategy and critical issue response.

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AMERICAN FOODS CO., CONTINUED

Controller (2009–2012)

Managed 40+ member team responsible for financial and cost accounting, budgeting, forecasting and payroll, representing \$600M in annual revenue.

- Developed and led highly motivated team to total savings of \$50M+ (67% more than projected by Boston Consulting Group) through M&A, post-merger integration, and synergy initiatives.
- Streamlined accounting close procedures to meet the company's 2-day close requirement and 3-week annual close requirement within extremely tight deadline, allowing on-time M&A press release.

NEW DAIRY COMPANY | CHICAGO, IL | 2003–2009

\$2.8B regional food service distribution company that markets consumable products, commercial food service equipment and tabletop accessories.

Corporate Finance Manager – Contracts and Pricing (2004–2008)

Rapidly promoted to Corporate Finance Manager, reporting directly to Corporate Controller, Procurement Services (who reported to the President/CEO) and directed team of 12. Managed implementation of customer contracts related to pricing, vendor deviations, incentives, order guides, custom invoicing, audits, and reporting.

- Maximized gross profit with 99% accuracy rate.
- Generated \$10M in revenues and a Lean project resulting in a \$250K benefit, through school bid system and school commodity net off-invoice implementations.

Accounting Manager, Illinois Foods Division (2003–2004)

Managed \$32M in accounts payable, implemented workflow and document imaging, analyzed and simplified sales tax policies and procedures and directed team of 6.

- Slashed operating costs 32% and increased efficiencies 48% through major redesign and automation of A/P workflow.
- Saved division \$1.8M by initiating partnership with IT to implement electronic A/P workflow and document imaging solution. (Led to promotion as Corporate Finance Manager.)
- Updated payment selection process, increasing delayed payments by \$3M while maintaining 100% cash discounts.
- Delivered 28% procurement-services efficiency improvement by leading and managing tracking system conversion.

ANCHORS MARINAS | CONTROLLER | CHICAGO, IL | 2001–2003

\$15M marina management company, managing boat storage, boat rentals, restaurants, and stores.

Restructured and reduced month-end close procedures and monthly financial reports 50%. Administered year-end audits and authored financial statements. Implemented cash projection tool, capital expenditure policies and point of sale (POS) systems.

BIG 4 PUBLIC ACCOUNTING EXPERIENCE

Deloitte & Touche LLC, Chicago, IL | Senior Accountant | 1999–2001

Ernst & Young LLC, Chicago, IL | Senior Accountant, Assurance and Advisory Services | 1997–1999

EDUCATION

Bachelor of Science in Business Administration and Accounting | Southern Illinois University | Carbondale, IL

CERTIFICATIONS & PROFESSIONAL AFFILIATIONS

Certified Public Accountant (CPA), State of Illinois
Member, Finance Executives International
Illinois Society of Certified Public Accountants

Explanation and Strategy

Julie was a fun client! She loved the stories her numbers could tell and always used them to explain ideas to her peers and managers. She quickly gained a reputation as a leader in her early career and it has continued with her to her current role. We used the opportunity to point out that she was selected often by executive management to lead various high-level initiatives.

Julie wanted to progress to the next step as VP of Finance outside of the food industry. We focused on her instinctive decision-making skills, action, and results. It was also important to her that whoever she interviewed with understood her strengths surround team development, operational excellence, and strategic acumen (found in the 3 blue circles on page 1). Each of the bullets and sections revolve around these areas.

Julie LOVED her resume and sent 3 referrals to me... also asking me to write and design theirs just like hers. □ She interviewed with 5 companies and received 3 offers within 3 months of completing her resume.