

CYRIL T. BECKWITH

513-881-9043

8524 Albion Avenue
Cincinnati, OH 45241

ctbeck@fuse.net

CEO — CFO — GENERAL MANAGER

Strategic and hands-on executive, highly skilled in creating and executing blueprints for business growth. Consistent career record of achieving profitability, cost control, and operational improvement in highly challenging environments. Talent for building teams and instilling customer focus. Extensive international experience (multilingual, multicultural). Proactive and nimble in fast-paced, rapidly changing environments.

- Strategic Planning & Tactical Execution
- Financial Planning & Analysis
- P&L Management
- Cost Control & Profit Enhancement
- Multi-Site Operations Management
- Accounting & MIS System Implementation
- Staff Training, Development & Advancement
- Customer Relationship Management

EXPERIENCE AND ACHIEVEMENTS

FARFLUNG FOOD, Cleves, OH (\$40MM food-service provider to offshore and land-based facilities) 2004–2007

President and CEO

Revitalized the company. Stepping into interim “rescue” assignment, preserved key contracts, improved financial and operational performance, increased customer satisfaction, and created strategic and tactical blueprints for continued success and growth of the company.

- Retained 2 major accounts—23% of total sales volume—by boosting visibility, customer contact, and customer service.
- Swiftly reduced food costs 2% and administrative labor expenses 3.5% by introducing accurate expense-monitoring systems.
- Increased client satisfaction level from 60% to 93%.
- Turned around lackluster financial organization, reengineered the internal-controls structure, and created a smooth-functioning unit supporting 23 clients in 119 locations.
- Enhanced training, communication, staff selection and performance.

WORLDWIDE SERVICES, Florence, KY (\$500MM provider of support services to remote sites) 1994–2004

VP, South & Central America, 99–04 / International Operations Manager, 97–99

Opened international markets for the company, repeatedly taking on new challenges for organization in transition. Delivered consistently superior profitability in intensely competitive markets and volatile global sites.

Concurrently managed as many as 16 branches providing food service to mining camps, oil refineries, construction operations, oil rigs/platforms, military camps, and administrative offices in countries throughout Central and South America, Caribbean, Europe, and Africa. Developed strategic and tactical plans for marketing and mobilization of each new branch; managed P&L and financial performance; maintained client relationships through hands-on supervision at worldwide jobsites.

- Developed high-volume, high-profit business in South America: Venezuela from start-up to \$60MM revenue, 60% market share; Brazil to \$18MM revenue, 35% market share.
- Identified lucrative market segment and led business expansion serving US military operations in Bosnia and Haiti.

WORLDWIDE SERVICES

CONTINUED

Corporate Controller, 94–97

Supervised worldwide financial and accounting functions for more than 85 national and international branches. Directly managed the company's operations in Nigeria.

- ☑ Reorganized finance and data-processing departments to improve efficiency, timeliness, and relevance of financial reporting; reduced staffing cost by \$24K.
- ☑ Standardized financial and jobsite reporting worldwide.
- ☑ Transformed warehouse into an operational distribution profit center.

TECH STOP, INC., Indianapolis, IN (\$80MM multi-site electronics retailer)

1991–1994

Chief Financial Officer and VP of Finance

Directed 38-member team in financial, administrative, and sales-forecasting functions for all 20 stores in the company. Reported to President and Board of Directors.

- ☑ Saved more than \$200K in sales-tax audit by accurately reconstructing 3 years of sales and franchise taxes.
- ☑ Erased an 18-month financial-reporting backlog in 4 months.
- ☑ Automated accounting functions, enabling 23% productivity increase and 30% reduction in labor.
- ☑ Saved \$18K annually in audit fees.
- ☑ Captured \$3MM previously lost revenue through aggressive attention to manufacturer rebate programs.

EARLY CAREER

- ☑ **President, Beckwith Accounting Services**, Indianapolis, IN, 87–91
 - Launched and managed accounting practice serving medium and small businesses. Grew business to 63 clients and negotiated its profitable sale.
- ☑ **Assistant Controller/Credit Manager**, Acme Supplies, Indianapolis, IN, 84–87
 - Improved performance of the financial organization—reduced reporting times, shrank A/R and delinquent accounts, and cut costs. Drove conversion from manual to computerized accounting, invoicing, and inventory-control systems.
- ☑ **Senior Audit Manager**, Aguilar-Perez Associates, CPA Firm, Belize, 80–83
 - Managed audits for manufacturing and industrial clients of this Central American representative for Touche Ross & Thouborn.

PROFESSIONAL PROFILE

EDUCATION BSBA (concentration in Accounting), 1984—Indiana University

TECHNOLOGY	Real World Accounting	IBM System 34
	Peachtree Complete Accounting	AS/400
	Lotus 1-2-3	Hyperion
	MS Office	JD Edwards

ADDITIONAL Global citizen and road warrior—regularly spending more than 50% of time traveling to and residing in South America, Caribbean, Central America, and Europe.

Fluent Spanish and Brazilian Portuguese; conversational Yugoslavian/Croatian/Bosnian.