

Paul White, CPA

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CFO/ Senior Finance Leader

“Roll-up the sleeves” collaborative financial, operations and business leader with diverse healthcare and other industry experience at private equity controlled, publicly traded and privately held companies. Significant growth, business transformation, and capital improvement and fund-raising experience, including multiple Series A- E rounds, and multiple debt instruments. “Big 4” CPA recognized for solving critical operations, financial and strategic challenges by serving as a trusted strategic partner with senior leadership, driving improved cashflow, and implementing business transformations combined with operational execution and capital reformations in a variety of industries.

MBA, and **BBA**, from Hofstra University. **CPA** (inactive), **CGMA**, Member of the AICPA and NYSSCPA’s. **Adjunct Professor:** The Citadel; **EIR:** Yale University and Connecticut Innovation.

Career History & Selected Accomplishments

Chief Executive Officer/ Chief Financial Officer

Second Renaissance Ventures LLC (Boutique Consulting Firm)

1/2019 to Present

Trusted senior finance and operational advisor/implementer to Healthcare, Media, and high-growth other industries as CFO/COO/senior leader. Primarily focused on being the CFO for PE-owned portfolio companies. Drive top and bottom-line growth, implement technology enablers, solve operational, financial, revenue and strategic challenges for public, PE-owned and private companies.

Chief Financial Officer

Hunter Quinn Homes (\$100M independent home builder in Charleston Metro)

3/2020 to 11/2021

Owned finance area including accounting, IT, Legal, and HR. Significant accomplishments included: Upskilled/reorganized finance team and implemented process automation to improve productivity by 3X; Implemented new ERP and HRIS systems to improve FP&A and reporting; Positioned company for 2-3X growth.

Senior Vice President - Change Management/Business Transformation

Outfront Media, Inc. (\$2B media company)

10/2014 to 1/2019

Designed, implemented and managed initiatives to grow revenue, reduce costs and improve processes. Led 6-10 major projects annually through cross-functional teams, including key system upgrades including integrating CRM and BI/AI systems; realigned the sales organization; digitized sales contracts with e-sign/e-approval; implemented company-wide consultative sales training programs. Drove \$100M+ in annual recurring net profit.

- **Implemented operational transformations.** Identified operational inefficiencies and drove improvements, including: new F, P & A reporting; developed and executed a plan to convert billboards to LED lighting; developed and implemented contract digitalization. Efforts drove \$15M in annual recurring bottom-line profit.
- **Refocused sales function and sales team, securing double digit sales growth.** Sales team used outdated reporting to drive decision making, and transactional sales methodology. Implemented a margin-focused system that enabled the team to focus on high margin sales opportunities that improved both revenues and margins by 20%+ QoQ on a recurring basis across all 50 offices. Developed and rolled out a new consultative sales approach and structure. Secured a 30% increase in salesperson/sales manager reporting. Delivered 10% recurring sales increase using the new approach.
- **Optimized low value/high cost areas like credit card processing fees.** Identified high cost/low value-added costs such as processing fees which were growing at 3x, a \$15M recurring expense. Implemented an optimization program that: optimized transaction processing; implemented e-check payment option; shifted low-risk customers to other options. Overall reduced expense by \$10M recurring per year.

Vice President

Frontier Communications (\$155B telecom company)

3/2012 to 9/2014

Led the finance, business development, video content operations, strategic partnerships, corporate development and M&A groups that supported new business/product/service opportunities including distribution, packaging and pricing. Established and implemented content acquisition strategy. Increased per subscriber margins through new cost and incentive structures. Performed due diligence on ATT and Verizon acquisitions.

- **Negotiated 150+ Content agreements in 90 days.** Frontier's purchase of ATT CT included an agreement to continue to provide "U-verse comparable" video offerings, including programming from 150+ content providers. I was tasked with putting contracts in place in 90 days including performing and leading a team to assist in closing the agreements. Exceed all objectives, higher than planned margins.
- **Developed and managed a comprehensive video strategy.** Company had disparate video offerings in multiple states. Gained approval to establish a cohesive and dedicated video team, including P/L. Set the stage to grow revenues by 30% while simultaneously reducing costs by 19% to drive net margin.
- **Created Video Partnership with DISH.** Competition put company into a hole as it did not have a "triple play" offering. Pursued partnerships and negotiated a favorable wholesale/retail partnership with DISH in 60 days; grew revenues by 14% and generated significant operating margins.

Chief Financial Officer & EVP

EJ Electric Installation Company (\$150M electrical contractor in NY Metro)

8/2010 to 3/2012

Hired to lead the company's finance and strategy activities including controlling both public and private financial reporting, FP&A, tax, insurance, planning and analysis, internal audit, treasury, IR, IT, HR and legal functions. Improved key finance areas including: developed and implemented a new job costing system; restructured procurement team; renegotiated key material contracts, and; improved project estimation. As a result of the successful overhaul, profitability was increased by 40% YoY.

CFO/President

Ikonisys, Inc., (Medtech/AI-based Robotic Microscopy pioneer)

3/2006 to 8/2010

Responsible for the management of all financial and commercialization activities of this MedTech, including fundraising, commercialization and clearance. Managed Sales and Biz Dev and support functions including accounting, finance, HR, legal, and IT. Promoted to run the overall business operations as President adding the manufacturing, customer service and support and operations functions to prior work responsibilities. Raised \$50M in funding over two successful funding rounds. Built commercialization plan and launched multiple products. Closed partnerships with industry leaders including Abbott, Quest Diagnostics, LabCorp and Invitrogen.

CFO& EVP

Deltathree Inc., (NASDAQ listed VOIP Pioneer)

8/2000 to 3/2006

Selected to develop, implement and execute a profitable business plan to take the company from a failing late startup company to a profitable NASDAQ listed VOIP company. Created the financial infrastructure required to produce and publish SEC reporting that was in compliance with SOX requirements. Moved company from a quarterly cash-burn of \$20M+ to cash-flow positive within two years. Led all internal support functions. Enabled company to meet financial targets and achieve profitability. Developed/executed a private-label VOIP business, driving \$100M+ revenues. Drove customer account growth of 60+% while controlling ERP costs.

Additional Experience

Adjunct Professor at The Citadel – Advanced/Management Accounting Spring 2021

Mentor to a variety of startups through Yale and CI Entrepreneur in Residence programs from 2018 - present

CFO (+COO, President) – 3 PE purchased late startup/mid-stage companies taken to the next stage

Director of Finance, Director of Strategy and Development for a large telecom purchased by ATT: 1994 to 1999

Senior Manager – Ernst & Young Consulting: 1993 to 1994

Associate to Senior Manager – Accenture and Audit Associate to Audit Senior – Arthur Andersen – 1989 to 1993