

BRENDAN MARSHALL

CHIEF FINANCIAL OFFICER | INTERNATIONAL BUSINESS EXECUTIVE

Qualified For Senior-Level CFO Roles at Multi-Cultural, Multi-National Global Organizations

RAPID GROWTH, OPERATIONAL TURNAROUND & BUSINESS REENGINEERING OPPORTUNITIES

COST REDUCTION, CHANGE MANAGEMENT & FINANCE IMPROVEMENT INITIATIVES

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— Valuable To Companies In Dynamic Growth, Turnaround, Reposition And Change Phases—



Critical strategic advisor and thought leader to international CEOs and senior management teams.

Strong risk taker **unafraid of making tough, critical decisions that ensure long-term business growth**, sustainability, and market survival.

History of mastering operational challenges and leading profitable turnarounds for companies in very fast-paced, often “chaotic” situations:

Key leadership success in **engineering profit improvement and business transformation initiatives** that centralize global operations, propel double-digit cost reductions, unlock cash flow and increase ROI.

Earned Reputation For Consistently Achieving Highest Possible Standards In Financial Reporting, Cost Controls, Operational Effectiveness And Investment Analysis

EXECUTIVE LEADERSHIP PERFORMANCE

Chief Financial Officer | Willis International – 2007 to present

Global Insurance Broker - \$1B Annual Turnover

Brought onboard during a rapid expansion phase and challenged to stabilize company’s cost levels, centralize its business model for resource maximization and strengthen financial processes and systems. Teamed with CEO and senior management team to overhaul cost, finance and procurement areas.

- ▶ **Strategic Operational Leadership:** Provided source of continuity and business innovation as company experienced four international CEOs in 4 years.
- ▶ **Financial & Cash Flow Management:** Instituted a new cash pooling model in Europe and Asia that centralized funds; efforts increased company’s cash reserve and expedited debt elimination.
- ▶ **Cost Reduction:** Worked with procurement specialist to renegotiate contracts and consolidate vendors, immediately spurred \$25M in cost savings and quality improvements.
- ▶ **Operational & Process Improvement:** Launched corrective “process, people and systems” action plan that cut procurement costs by \$10M, accelerated close cycle 50% and captured 90% in contract renewals.
- ▶ **Business Growth:** Championed aggressive growth in high-growth, high potential markets through acquisition and joint venture alliances; company gained significant market advantage and investment ROI.
- ▶ **Staff Development:** Restructured 70% of finance leaders, implemented development programs, elevated finance leader status and grew satisfaction ratings 25%.