

# HENRY WILLIAMS

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## SENIOR FINANCIAL MANAGEMENT

*POSITIONING COMPANIES FOR FINANCIAL SUCCESS THROUGH ORGANIZATIONAL CHANGES, PROCESS IMPROVEMENTS & COST REDUCTION*

STRATEGIC & FINANCIAL OPERATING PLANNING | PROCESS IMPROVEMENT | CASH & BUDGET MANAGEMENT  
COST REDUCTION & CONTROL | TEAM LEADERSHIP & DEVELOPMENT | MERGERS & ACQUISITIONS | PROFIT GROWTH  
MULTI-SITE OPERATIONS MANAGEMENT | TURNAROUNDS & REVITALIZATIONS | BROAD INDUSTRY EXPERTISE  
BUSINESS PROCESS OPTIMIZATION | RISK MANAGEMENT & COMPLIANCE | FINANCIAL & CONTRACT NEGOTIATIONS

## LEADERSHIP VALUE OFFERED

### Strategic, Operating & Financial Leadership

- Combination of expert qualifications in strategic business and financial leadership and complex operating management for companies in diverse industries. Entrusted to spearhead changes that optimize bottom-line performance and profit.

### Turnaround Management & Business Revitalization

- Ability to strategically turnaround and refocus direction for complex business operations in diverse industries. Successful in decreasing costs, growing profits, and maximizing cash performance in national and international markets.

### Team Management & Employee Development

- Skilled in taking over struggling operations and creating top performers through instilling culture of excellence with shared sense of mission and goals. Adept at stretching employee capabilities and elevating individual contributions.

## PROFESSIONAL EXPERIENCE

**LENNOX CORPORATION – Arlington, TX**

**2004 to Present**

**Vice President II, Finance – Network & Imaging Systems LLC**

**OVERVIEW:** Promoted to increasingly responsible, strategic business and financial leadership roles based on consistent record of contributions to operating results, profits, and positive organization change. Retained as key employee and critical strategist as company rapidly evolved through expansive growth and acquisition.

Tapped to lead financial / business operations and restore profitability and positive cash flow for \$1B multi-company entity. Designed new organizational, financial, and operating infrastructure and processes to improve bottom-line performance.

- **Amplified business growth, spurred revenues and drove financial performance** through back-office integration, automation, and addition of new processes to eliminate redundancy.
- **Streamlined financial planning and reporting processes** and developed financial operating plans, quarterly business reviews and scorecards to better highlight program details; efforts improved financial forecasts.
- **Represented company in series of international orders that** required high-level, multifaceted financial strategies including due diligence, taxes, offsets and exchange rate risk.
- **Leveraged technology and software tools (ForProject, Foresight)** to define financial EAC processes and used parametrics to support program ETCs with earned value and product costing approaches.
- **Championed cost cutting initiatives including APEX/ Throughput** programs that generated millions of dollars in savings.
- **Performed complex valuations and performance analyses** for several M&A transactions over three-year period and successfully integrated all businesses to ERP system, Deltek Costpoint.
- **Created and implemented action-driven, performance-based** emerging leader programs with mentoring, team assignments and job rotations; efforts reinforced succession planning and retained business intellectual property.
- **Instituted new software program and technology tools (Kinaxis, Transepta, Foresight, Propricer, Unison)** to create process consistencies and raised internal efficiency and effectiveness.