



# ANN FREY

Pearl City, IL 61062 | (815) 291-2669 | [ann.frey69@gmail.com](mailto:ann.frey69@gmail.com)  
<http://careerwebfolio.com/annfrey/>

## FINANCE EXECUTIVE | CONTROLLER

Enhancing Profits • Improving Processes • Optimizing Corporate Performance

**Seasoned Financial Executive** – with extensive experience in the manufacturing and distribution industry. Highly skilled in finance and accounting management and controllership as well as implementing ERP software, improving processes and operational performance, and controlling costs. Innate leadership propensity with a background managing accounting and project teams of up to seven while enriching employee satisfaction. Proven ability to oversee human resources and information technology while spearheading operational initiatives that facilitate and support growth and profitability.

### *Introducing Processes & Procedures to Improve Operations, Reduce Costs, & Bolster Profits*

Demonstrated knowledge of Generally Accepted Accounting Principles (GAAP) and proficiency in Microsoft Excel. Broad understanding of analysis and business planning concepts and methods with the capability to devise complex financial models, identify critical issues, and convey results to non-financial leaders in a concise manner. Exceptional communication and presentation skills with an aptitude to work in a fast-paced, dynamic, matrixed organization.

### CORE COMPETENCIES

- ERP System Implementation
- Risk Mitigation
- Cash Management & Forecasting
- Treasury Management
- Policy & Procedure Development
- Account Reconciliation
- Business Development
- Accounting Management
- Insurance Negotiations

### PROFESSIONAL EXPERIENCE

**Mid-States Concrete Industries, LLC | South Beloit, IL**

**2017 – 2018**

*A manufacturer of precast concrete with 250 employees and \$65 million in annual revenues.*

#### **Vice President of Finance**

Directed finance, human resources, information technology and managed a staff of seven. Oversaw the general ledger, accounts payable and receivable, payroll, and financial reporting. Analyzed profits, trends, costs, and compliance with budgets. Provided strategic guidance for capital financing options to support company growth. Forged and maintained relationships with lending and financial institutions. Established accounting policies and systems in accordance with GAAP. Trained team members to understand revenue and cost drivers. Defined reports for tracking financial data.

- **\$2 million monthly payroll delivered** and facilitated company expansion through daily management of a \$10 million line of credit that ensured meeting bank covenant compliance and accounts payable terms.
- **Assembled and developed a fully functioning accounting team** that completed month-end closing in five business days, 15-day improvement, and allowed for distribution of the internal reporting package by the 15<sup>th</sup> of each month, enabling visibility to critical KPIs to maximize profitability and growth.
- **Transitioned payroll and HR systems** to an external service platform that yielded higher utilization of employee data for benefit tracking and reduced payroll processing time two days.
- **Completed discovery and planning**, initiated the design phase with a cross-functional team, and integrated an effusively serviceable purchase order module to provide prominence to all purchases and price variances.
  - This permitted the purchasing department to conduct a volume analysis with \$20 million in raw material, aiding negotiation for improved vendor pricing.

**\$2 Million  
Monthly Payroll  
Delivered**

**Sewer Equipment Company of America | Dixon, IL****2011 – 2017***A manufacturer of large equipment for industrial and municipal sewer systems with 100+ employees and \$80 in revenue.***Controller**

Coordinated financial planning, budgeting, procurement, and investment endeavors. Prepared consolidated financial statements for five entities, business activity reports, and financial position forecasts. Administered employee insurance, benefits, 401(k), and casualty programs. Monitored changes in health insurance regulations. Created budgets for benefits and workers compensation. Led a team of five while directing finance, HR, and a third party IT consulting firm.

**Financial Oversight**

- **\$8 million line of credit established and capital debt restructured**, granting sufficient daily cash flow after the growth and relocation of the firm.
- **\$100,000 in savings** accomplished by transitioning the firm from a PEO contract to in-house payroll and benefits.
- **\$100,000 in annual savings attained** for five years through grant funding and tax incentives by relocating the firm to a facility in a new city.
- **\$20,000 in yearly savings** realized by establishing a new credit card program with a reputable service provider that decreased processing from 4.2% to 2.8%.

**Process & System Implementation**

- **\$800,000 reduction in a negative production variance on the profit and loss statement** through analysis of inventory processes, payables modules, and costing as well as subsequent training on the ERP system.
- **Implemented software to manage and report state retail sales tax** and streamline data collection, saving the accounting team three days on preparing sales tax reports for 12 states.
- **Played a key role in conducting monthly facility audits** to ensure adherence to safety policies and procedures, which assisted the company in maintaining worker compensation mode rates below one and negotiate lower than market premium rates.
- **10% increase in input speed and efficiency** achieved by upgrading the ERP system, which enhanced integration with other software, analytical data sharing, and KPI management reports.

**\$800,000  
Decrease in  
Production  
Variance**

**Mitek Corporation | Winslow, IL****2000 – 2011***A manufacturer and distributor of consumer and commercial audio sound systems.***Controller**

Supervised the finance department and a team of seven. Conducted financial reporting and analysis including consolidation of foreign entities. Responsible for budgeting, forecasting, and cash management. Supervised and evaluated general liability, property, and workers compensation insurance. Managed payroll and assisted in materials planning, inventory control, ISO 9000, and risk management. Orchestrated annual audit requirements.

- **\$20,000 in yearly workers compensation premium savings** reached by introducing continuous improvement in safety and a safety incentive program that minimized workers compensation experience mode rate from 1.2 to 0.8.
- **Led the team to integrate 100+ employees** from an \$80 million acquired firm into the parent corporation's ERP system within six months.
- **Consolidated the financial statements of 12 companies** using Microsoft Excel.
- **Oversaw a corporate training program** to advance employee skillsets that incorporated in-house training classes as well as courses at local colleges yielding a stronger, cross-trained staff and enriching personnel satisfaction.

**\$20,000 in  
Annual Savings  
Garnered**

**EDUCATION & PROFESSIONAL DEVELOPMENT****Master of Business Administration**

Rockford College

**Bachelor of Science**

Northern Illinois University



Member, Institute of Management Accountants