

JOHN D. HOXIE

Frisco, TX | 972.814.2899 | johndhoxie@gmail.com | <https://careerwebfolio.com/johndhoxie/>

SENIOR FINANCIAL MANAGEMENT EXECUTIVE OFFICER

Profitability Intuition ♦ Entrepreneurial Spirit ♦ Subject-Matter Expertise ♦ Management Acumen

High-energy, hands-on financial management professional with more than 20 years' experience effectively charting the profitable future of large and medium-sized organizations through comprehensive, sometimes unconventional, and astute analysis of financial performance and contribution of well-reasoned, innovative, actionable response. A master in building funding relationships. Broadly competent in integrating evolving technologies to improve administrative efficiency.

The One Looked to for Singular Solutions in Consequential Situations

Skilled at designing and deploying expansive business-development campaigns, defining the true value of account additions and acquisitions, minimizing service support costs, and simplifying processes and procedures to improve customer experience. Intrepid when faced with formidable challenges. An empathetic, constructive, yet demanding leader accomplished in converting individuals into highly productive teams dedicated to exceeding expectations.

CORE COMPETENCIES

Resource Allocation	Contract Structuring	P&L Architecture
Business Development	Team Building & Guidance	Complex Negotiations
Change Initiation & Direction	Vendor Selection & Oversight	Pragmatic Decision-Making
Business Performance Forecasting	Strategic Planning & Tactical Execution	Financial Reporting / ROI Analysis

PROFESSIONAL EXPERIENCE

Ness Digital Engineering | Teaneck, NJ

2021 - 2022

A portfolio company of The Rohatyn Group that helps clients transition systems into the digital era by providing IT engineering resources.

Vice President – Business Finance

Created the global sales forecast, grew strategic account reviews, and administered post-merger integration activities. Directed five financial managers and support staff. Reported to the president of finance.

- **50 cost reduction opportunities identified** after completing three M&A events by creating an internal executive work team with responsibility for maximizing the financial benefits realized from the merger.
- **Consolidated multiple CRM systems** into one global interface by directing capture and transformation of the retired utility's data into the format and reporting structures of a leading national application.
- **Power BI added** to the company's financial reporting tools by overseeing the importation and linking of records from multiple, disconnected sources to a single database.
- **27% increase in the accuracy of revenue forecasts attained** by standardizing data definitions and processes, installing an upgraded CRM system, and applying EE, EN, and NN concepts.

ConvergeOne (C1) | Bloomington, MN

2018 - 2020

A \$440 million service integrator providing a platform customized to client needs through which users communicate with customers and internal resources via the cloud.

Director of Finance

Lead five financial managers and several analysts in ensuring the effectiveness and accuracy of control over 15 reporting categories from \$5 million to \$50 million in size encompassing the activities of 52 customers.

- **\$12 million bank contract renegotiated** gaining a return to standard terms and conditions, clarification of termination provisions, workable benchmarking clauses, and a beneficial pricing schedule.

- **Designed and instituted financial-analysis models** used to evaluate the income potential, cash flow, and balance-sheet impact of all sales opportunities valued at greater than \$5 million.
- **Gained board approval for two three-year business plans** projecting \$240 million in revenue and an average 28% gross profit by detailing the creation and marketing of branded products using third-party services.
- **150 basis-points bump in gross profit realized** by analyzing newly installed utilization reports that aided in setting a correct staffing level to support managed-service and professional-service accounts.

DXE | Plano, TX

2015 - 2018

Operating with HPE servers, storage, networking, and converged infrastructure provides next-generation services for cloud access, mobility, workplace improvement, applications utilization, security, and big-data management.

Director of Finance

Managed an elite strategic sales team and set pricing in pursuit of large IT outsourcing opportunities.

- **\$158 million three-year data-center contract captured** by driving a rapid cross-functional response to a major RFP that devised technical solutions, composed contract language, calculated pricing, and gained corporate approval before arrival of competitive offers.

Information Services Group | Woodlands, TX

2013 - 2015

A noted global sourcing advisory firm offering expert counsel, business strategy and design, and innovative solutions directed at optimizing immediate business performance and ensuring positive future investments.

Director of Finance

Led business development for a procurement-management platform governing the sales-approval process as well as holding accountability for customized pricing and TCO analyses.

- **\$52 million in revenue reached** from \$0 in one year by fabricating time-and-process costing and pricing models that generated profits consistent with the company's objectives for a new product entry.
- **Built computer-based presentation templates** that clarified and defended proposal pricing by comparing the time and effort involved in delivering the offered services to the rates charged.
- **Turned the cash flow of a startup** suffering with a 70% SG&A to positive by changing the use of devoted financial teams to shared-service support based on insights gained from a detailed financial summary.

Atos | Purchase, NY

2006 - 2013

Alliance between a global technology manufacturer and an IT-service provider supplying digital, integrated, and cybersecurity business-enabling solutions.

Director of Sales Finance

Contributed analyses helping clients understand the total cost of ownership associated with managing complex outsourcing projects and performed internal cost-price and cash-flow studies associated with sales proposals.

- **58% of more than 100 RFPs won** by crafting proposals that incorporated market-sensitive pricing, TOC explanations, and intuitive, specialized models of additional and reduced recurring charges.

EDS | Plano, TX

1984 - 2006

A multinational, Hewlett-Packard subsidiary information-technology equipment and services company.

Financial Analyst (*three advancements*), **Financial Manager, Controller** (*startup subsidiary*), **Controller/CFO** (*startup subsidiary*), **Managing Consultant** (*new business*), **Director of Sales Finance**

Charged with elucidating the value of mergers and acquisitions, preparing budgets, structuring tax liabilities, and validating the financial wisdom of multibillion-dollar sales transactions.

- **\$900 million in global communications costs averted** and plant downtime reduced by facilitating modernization of the communication structure through completion of an exhaustive inventory of the European offices' hardware, software, and specialized maintenance personnel.

- **Served as controller and CFO for two internal startups** located in ten international markets and funded with \$50 million to grow the operations to IPO.
- **\$2.3 million of annual overhead saved** by replacing the independent staff of seven divisions with three shared-service teams and standardizing processing to enable service-delivery monitoring.

ADDITIONAL EXPERIENCE

Frisco Independent School Board | Frisco, TX

2008 - 2018

Elected Board Vice President

Coordinated operations to build six new high schools, 12 middle schools, and 25 elementary schools.

- **Formed an independent audit team** to monitor and create early awareness of evolving issues for the board.
- **Identified, evaluated areas of failure**, and merged two public school districts into one.
- **Led a unique board-member development effort** training 36 participants from across the state in service delivery and leadership skills.

EDUCATION / VOLUNTEERING

Bachelor of Business Administration in Finance & Economics, Western Michigan University

Graduate Studies, in Accounting, Welsh University

Museum of the American Railroad, Executive Board