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Michael Hall

MY PROFILE

A CIMA qualified finance professional with experience within large, complex organisations and SME’s both in Australia and UK. I have extensive expertise within various sectors including wholesale, contracting, projects, EPCM and petrochemical industries. A demonstrated track record of budgeting, financial forecasting, cash management, achieved strategic overview, business improvement, strategic planning, staff management and development. I have a history of improving the finance department’s performance as well as the ability to communicate at all levels of the organisation to achieve financial understanding.

Key skills

* Leadership and organizational skills
* Supportive of others and committed to driving organisational wide outcomes
* High level negotiation skills and the ability to develop strong networks and partnerships
* Highly experienced in project delivery
* Comprehensive advisory experience
* Advanced strategic planning skills
* Extensive experience of high-pressure situations

Qualifications

* Qualified 2011 Diploma of Management, AIM Australia
* Qualified 1997 Charted Institute of Management Accountants
* Qualified 1992 Association of Accounting Technicians

System Knowledge

* SAP
* Attaché
* Microsoft Dynamics
* Quick Books
* Microsoft Office
* Hyperion
* TM1
* EXO MYOB
* Xero

experience

**Aug 2017 – Current Inter Connect 247 Ltd**

**Role Title Chief Financial officer**

**Summary** A $15M premium SMS company with operations in Australia and UK.

**Responsibilities**

* Preparation of monthly management accounts.
* Liaison with directors, suppliers and auditors on behalf of the company.
* Cashflow forecasting, budgeting and analysis against actuals.
* Attendance of board meetings

**Oct 2017 – Current Protect My Call**

**Role Title Chief Financial Officer**

**Summary** A premium SMS service company start up with an innovative idea regarding call protection.

**Jan 2017 – July 2017 Marel Food Processing**

**Role Title Financial Controller Oceania**

**Summary** A $50m division of a global food processing company. Two companies based within Oceania Australia and New Zealand. A major supplier to Coles and Woolworths; with 80% of poultry processing in Australia.

**Responsibilities**

* Reporting of the Oceania region on sales, Service margins and business performance.
* Completion of the month end process to ensure accurate financial information.
* Project review, WIP, progress meetings and support. Financial reporting of major projects.
* Management of Accounts Payable, Accounts Receivable and expenses function.
* Statutory reporting for both Australia and New Zealand.

**Achievements**

* Travel policy implementation $50K year on year saving
* Timesheet review and implementation of policy $100K per year saving.
* Set up of project review process and involvement of the business in the project finance process.

**Jan 2016 – Nov 2016 ASCO Holdings - Oniqua Analytics MRO**

**Role Title Financial Consultant / Interim CFO**

**Summary** $20M subsidiary of ASCO Australia, Oniqua is a software development company specialising in MRO and Analytics. The company is operational in 5 countries with USA and Australia being the main company markets.

**Responsibilities**

* Interim CFO during the business transitional period.
* Consolidated financial reporting of legal entities to UK Head Office for all 5 Oniqua companies.
* Cash flow management of the business responsible for 5 legal entities.
* Reporting of business results to management both at a formal P&L and management level.
* Financial representative on Leadership Team.
* Improvement of business reporting for the Oniqua group.
* Transition planning for Financial move to Denver USA from Brisbane Australia.

Achievements

* Project analysis, project report set up and delivery, management reviewing accurate project spend.
* Improve business reporting to Head Office, Australia and management.
* Business understanding of Cash position, P&L, Balance Sheet and current financial targets.
* Financial closure improvement and comprehensive budget pack reporting.
* Training and education of management team on financials.
* Transition planning for Financial move to Denver USA from Brisbane Australia.

**Oct 2015 – Dec 2015 One Harvest**

**Role Title Financial Consultant**

**Responsibilities**

To review the performance and KPIs of the Beetroot business.

Discussions with key staff on production, commercial, procurement.

Collation of margin data and reporting to management.

Hand Over of findings to finance on new appointment.

**Aug 2013 – Dec 2015 Kenbry Seafoods – Snapper Road**

**Role Title Chief Financial Officer**

**Summary** $30M merger of two sea food distribution companies supplying from Northern Rivers NSW to Brisbane. Clients include major hotel chains and sole traders requiring fresh and frozen seafood.

**Responsibilities**

* Reporting of financial results of the business, weekly investor report, management accounts, business analysis.
* Cash flow management, controlling, reporting and forecasting for the business.
* Leading the budget process for the business ensuring timelines and requirements are met and delivered.
* Strategic Plan for the business over the next five years.
* Engage with executive management team and business owner.
* Undertake team performance planning and management
* Weekly reporting of sales analysis highlighting KPIs for sales team.

**Achievements**

* Debtor days improvement from 31 to 23 days
* Implementation of new accounting software Attaché. Project point of contact for the business Implementation.
* Cash flow management, controlling, reporting and forecasting for the business.
* Integration of two businesses into one at a critical cycle time.

**Dec 11- Aug 13 Aurecon Hatch Why Moved? JV Closed**

**Role Title Finance Manager**

**Summary** Aurecon Hatch JV is a leading supplier of Engineering and Project Management services to major infrastructure projects within the coal industry. The JV covered Australian mining with projects in QLD and NSW and had a turnover of $150M employing over 800 people with over 250 projects per annum.

**Responsibilities**

* Reporting of the financial performance to the Board of Directors.
* Review and analyse projects within the AHJV, hours analysis, section reports, rates and structure.
* Forecasting and Budgeting for the AHJV, via major project projections, current project work load and expected project pipeline.
* Financial input on project start up, SAP, and co-ordination of interested parties.
* Point of contact for the AHJV auditors, review with partner and discuss audit points to outcomes.
* Support of bids with financial and rate information.
* Undertake team performance planning and management for a team of 4 staff.

**Achievements**

* Strategic analysis for the AHJV 5 year plan. 30 projects, 1 P&L, representation for two organisations.
* Improved reporting documentation, increased relevant information, standardisation and historic information.
* Reduced WIP days outstanding to 40. Reduced debtor days to 45.
* Completion and sign off for the budget to the business to required timeframe.
* Creation of a new forecast model to cover AHJV requirements, graphical representation of required hours per project over 5 years.
* Introduced new invoicing regime to parent company.
* 2IC for General Manager whilst on extended sick leave 9 weeks.

**Mar 2010 – Dec 2011 Jemena Asset Management Why Moved? Challenging Projects**

**Role Title Queensland Finance Manager**

**Summary** Jemena Asset Management is a leading provider of electrical infrastructure management and development solutions. It has built an enviable reputation for providing safe, reliable and efficient asset management services. Jemena employs over 3000 people, with 180 in QLD. The QLD business has TO of $65M from $40M current staff of 180 people with plans to expand to $100m.

**Responsibilities**

* Establishing and maintaining a robust internal governance framework including internal controls, polices & procedures
* Preparing monthly board reports including commentary and analysis of key business drivers.
* Overseeing the strategic planning process including Qld business report, budgeting, re-forecasting & cash flow reporting.
* Business forecasting monthly process for management to review business performance.
* Active QLD business team member, managing a team of 8 people within QLD.
* Undertake team performance planning and management for a team of 8 staff.
* Provide and implement recommendations to improve overall operational efficiencies and financial performance.

**Achievements**

* Reporting of business unit performance via P&L; set up SAP data to achieve business understanding and set of KPIs for operational management. Project reports per division, Report to a page, monthly WIP meetings and report meetings.
* SAP set up of WBS structure for consistent project reporting. Set up of project labour recovery rates, set up of standard reporting and forecasting for major projects.
* Budget set up and delivery for QLD within required time frame, presentation to Senior Management team. Reconfiguration of QLD reporting from projects, to P&L to State all interlinked and agreed to SAP.
* Improvement of HSE information from the site teams reviewing data capture and reporting to HQ.
* Introduction and delivery of a monthly forecast process for each business unit.
* Financial review meetings advising business performance, key indicators, forecast till year end.
* Training of employees on SAP; projects, WBS, PMO’s and cost centres, as well as financial understanding for the teams.

**Contract**

**Jan 2010 – Mar 2010 Hastings Deering**

**Oct 2009 – Dec 2009 Colorado**

**Feb 2008 – Aug 2009 Resene Paints Australia**

**Role Title Finance Manager Why Moved? Role Relocated to NZ**

**Summary** Resene Paints Australia reporting to GM and the Financial Director NZ. Resene is the No1 paint manufacture in New Zealand, their Australian operation turned over $15m with 15 stores across two divisions. Company employed 75 people within the Australian division.

**Responsibilities**

* Monthly reporting for divisional businesses to Management and Head Office in NZ.
* Sales analysis of company, margin analysis, comparisons, variances etc.
* Reporting of Sales variances on margins, volumes etc.
* Cash flow management; forecasting cash position, debtor days, and reporting to business.
* Management, coach and mentor a team of 4. Objective setting and performance measurement.
* Stock reporting analyses including monthly stock take review.
* Budgeting P&L, Balance Sheet and 5 year plan.
* Payroll for salary reporting, group summary’s, PAYG, and state requirements.
* BAS return and Quarterly Statistics
* Implementation of Margin Analysis software for the business.

**Achievements**

* Reporting set up for two divisions on P &L, Stocks, Overheads, Sales Analysis.
* Building of Finance Team and ensuring control procedures were introduced.
* Reducing debtor days to 53 from 65.
* Stock takes rolling program introduction for the company across Australia.
* Migration of the payroll facility to an external provider.
* Sales Analysis of all reps and ability to review via pivot tables.
* Key member of the Resene business team.

**Oct 2006 – Feb 2008 Riviera Marine**

**Role Title Manufacturing Accounting Manager Why Moved? Redundant GFC**

**Summary** Riviera is the largest pleasure boat builder in Australia. The facility in Coomera produced 430+ boats built by the company and exported across the globe. Annual revenue for the manufacturing site was in excess of $400m with approximately 1200 people on site.

**Responsibilities**

* Drive Monthly reporting to CFO and Production Manager reviewing financial performance.
* Budget for the manufacturing division for 440 boats over 16 models, and 3 regions.
* Five year strategic plan for the manufacturing division.
* Sales analysis of the different models produced at Riviera.
* Introduction of boat costing forecast for all models within the business.
* Management, coach, training and performance measurement of 8 staff.
* Analyse and Report new boat introduction spend as part of the NPD project team.

**Achievements**

* Proving of SAS software to improve data analysis of boat costing.
* Timely reporting of monthly results reduced from 10 working days to 5.
* Forecasting of production sales, costs and margins.
* Team building, improvement and development of 5 staff introducing Myers Briggs and Psychometric Testing.
* Introduction of Variance analysis for monthly production
* Tracking of new boat introduction.
* Member of new product introduction team.

**May 1996 – May2006 ICI Acrylics / Lucite International Why Moved? Emigrated**

**Role Title Upstream Finance Manager**

**Summary** Petrochemicals Finance Manager reporting to the Site Director and the European FC. ICI Acrylics is the world leader in the production of MMA the building block of Acrylic. The company has 25% market share with a global presence and 20+ sites around the world. Turnover was $2 Billion for the group, $600m for the site and employed over 2000 staff globally.

**Responsibilities**

* Member of Chemicals Business team, reporting financial results for the upstream business.
* Management accounts for all 7 Trading accounts.
* Completion of all management reports to business directors and central finance office.
* Forecasting monthly on the financial performance of the Upstream Petrochemicals business.
* Budgeting of the business for Chemicals division circa $600m business.
* Responsible for two other manufacturing sites and Sales team reporting.
* Lead chemicals division implementer of COGNOS software.
* Involved in advising Sarbanes Oxley manager of failures and reviewing process with process owners.
* Liaison with auditors for all accounting issues for the Upstream Petrochemicals site.

**Achievements**

* $20M overhaul project structure, set up, monitor and reporting for Biannual overhaul over 1 month.
* Improved reporting and data analysis.
* Sox review for the upstream business.
* Audit of sales divisions encompassing 8 different countries in Europe.
* Improved budgetary accuracy and information for the management team.
* Strategy review and presentation to the site, 250 people.
* Restructuring project monitoring spend for 300 people global reduction.

Systems, SoftWare & Platforms

* Exo MYOB
* SAP
* Microsoft Dynamics
* Attaché
* QuickBooks
* TM1
* Hyperion Enterprise
* Microsoft Office
* SAS
* Xero

Professional Referees

**Kathryn Burke Peter Thomson**

HR Manager General Manager

Marel Food Processing Aurecon Hatch Joint Venture

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**David Kirwan Peter Richardson**

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