

R U N N I N G R E S U M E S
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B E N J A M I N A F R A N K L I N , C P A

S U M M A R Y

Results-oriented Finance Professional with successful track record leveraging CPA and MBA in all aspects of corporate financial leadership. Self-directed, strategic thinker and detail-oriented. Strong team player with keen ability to work with others at all levels of an organization. Acute problem-solving skills and proven strength in implementation of process improvements.

Key Competencies:

- Strategic Development
- Mergers and Acquisitions
- Competitive Benchmarking
- Financial Modeling and Business Valuation
- Controllership
- Financial Analysis
- Financial and Managerial Reporting
- Budgeting and Forecasting

E X P E R I E N C E

BOSTON WORKS LLC, Boston, MA 2006–2008
A \$500+ million talent management provider offering temporary staffing, direct hire, recruitment process outsourcing and workforce consulting services. A Devonshire Investors Company (Devonshire Investors is the private equity arm of Fidelity Investments).

Vice President, Financial Strategy and Projects (2007–2008)
Senior Director, Financial Strategy and Projects (2006–2007)

M&A Activities

- Responsible for all facets of the due diligence processes for finance, accounting and tax areas, including the planning and coordination of agendas for the accounting, tax and legal external advisors. Analyzed over 60 target companies resulting in three letters of intent, one Asset Purchase Agreement and one full due diligence.
- Teamed with VP, Strategy to design acquisition process, target criteria (strategic, financial, and operational) and deliverables
- Developed valuation models for potential acquisitions in staffing, RPO and consulting businesses
- Led finance aspects of the evaluation and presentation of acquisitions, including business analyses, valuations, making recommendations to CEO, CFO and preparing presentation to the board

Strategic Planning and Business Analysis

- Designed long term financial projections models that capture all economic drivers of the company's various business lines and accurately project revenue, functional headcount needs, and other resources. Resulted in comprehensive strategic plan linked to tactical operating initiatives.
- Developed and maintained a competitive benchmark database of financial information and metrics of public companies in the industry. Improved leadership team's awareness of industry players and financial performance.
- Built tactical business intelligence database of operational and statistical metrics used for strategic and operational decision support. Enhanced pricing submitted in RFP's and competitive positioning in the sales process.
- Created financial models in support of key business initiatives, such as sales compensation, buy vs. build analyses, commercial expansion, etc.
- Designed, implemented and managed monthly preparation of price-volume-mix analysis, business line economics analyses and key business metrics. Clearly articulated unit profitability variances to drive financially sound and strategic business decisions.

BOSTON COAST INVESTORS (A.K.A. BOSTON COAST), Boston, MA
Oversees a portfolio of private equity investments on behalf of Fidelity Investments.

2000–2006

Finance Director (2004–2006)

Finance Manager (2002–2003)

Financial Analyst IV (2002)

Financial Analyst III (2000–2001)

- Managed consolidated portfolio reporting to senior management and investors, including analysis and presentation of financial and operational results. Insured a controlled, efficient process.
 - Re-engineered financial reporting process to leverage web-based technology, reducing total effort from five days to two days while increasing accuracy and accessibility of data
- Oversaw annual strategic planning process for portfolio companies to ensure compliance with Fidelity Corporate guidelines in a timely, efficient manner while minimizing burden to portfolio companies
- Led monthly close and other controllership functions, budget process and financial planning and analysis for holding company
- Finance lead in design and implementation of senior executive incentive plans at portfolio companies
- Performed valuation analysis and research supporting business cases for potential acquisitions
- Interim controller for portfolio company, Insurance.com:
 - Developed accounting policies and procedures and streamlined monthly close process from four days to one and a half days, prepared monthly reporting and presented to senior management, prepared rolling forecasts
 - Managed transition of financial operations to acquirer upon sale to strategic partner
- Interim controller for portfolio company, RM Access (a start-up, specialty insurance broker):
 - Developed and implemented accounting policies, procedures and monthly reporting package through collaboration with CFO and Operations VPs
 - Facilitated finance-related aspects of wind-down effort as business conditions became unfavorable
- Facilitated annual externals audits for Devonshire Investors

FOUGERE & EZEKIEL LLP, Boston, MA

1996–2000

Senior Accountant (1999–2000)

In-Charge (1998–1999)

Semi-Senior (1997–1998)

Assistant (1996–1997)

Planned, executed and supervised audits of national and international companies, both public and private, focusing on consumer goods and manufacturing.

- Key clients: A.T. Cross Company, Ocean Spray Cranberries and Tweeter Home Entertainment Group
- Supervised up to five person audit teams. Developed audit procedures, provided on-the-job training, and evaluated performance.
- Assisted clients in all financial reporting aspects, including SEC filings, financial statement generation and consolidations, including Tweeter's IPO process and three subsequent offerings
- Utilized strong management and supervisory skills to ensure efficient and timely completion of engagements
- Ranked in top 10 percent of peer group all four busy seasons

E D U C A T I O N

BOSTON COLLEGE, Wellesley, MA

2003

Master of Business Administration, magna cum laude

BOSTON UNIVERSITY, Washington, DC

1996

B.S. Business Administration, concentration in Accounting, cum laude

Certified Public Accountant

1999