

JOSEPH LAWRENCE WILLIAMS, CPA, CMA, MBA

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Effective and inspirational financial and operational leader that strategically grows organizations. Results driven management style with cross-functional, multi-industry, and start-up to Fortune 100 experience. Known for proactively identifying and resolving problems by reversing negative sales trends, controlling costs, implementing information systems, maximizing productivity, obtaining financing, and delivering profit increases.

EXPERIENCE

Royal Vopak N.V., LaPorte, TX

Regional Finance Manager

Feb 2015 – present

Royal Vopak is a \$2M Dutch multinational that stores and handles various oil, chemicals, edible oils & natural gas-related products.

- As Financial Manager responsible for staffing, directing, and restructuring activities of Accounting and Procurement. Manage monthly reporting, forecasting, and estimates, as well as sustainability, litigation, and growth. Supervised 5+.
- Constantly growing earnings (2014 \$40M EBITDA, 2019 \$75M) faster than market and sales growth.
- Part of group leading expansion (Deer Park expansion \$125M, Savannah \$250M, Corpus Christi terminal in construction \$175M).
- Implemented closing improvements to improve timeliness by 40%. Adopted IFRS. Completed segment footnotes (SEC; FERC).
- Led financial controls and supplier contracts for 20%+ cost improvement. Reduced open purchase orders by 80%. New RFI/RFQ.

Dover Corporation, The Woodlands, TX

Vice President, Finance

Apr 2005 – Dec 2014

Dover Artificial Lift is an oilfield products company headquartered in The Woodlands, servicing artificial lift O&G production.

- Responsible for restructuring, staffing, and directing activities of Accounting, HR, IT, Materials, Manufacturing Engineering, & International Sales. Formulated / administered company policies including new employee handbook, new performance appraisal process, evaluation of benefit cost sharing, and employee recruitment / retention. Supervise 12+.
- Led Sarbanes-Oxley Act control / compliance. Implemented new reporting, rolling forecasting, and cost targets.
- Streamlined month-end processing & improved internal reporting with greater focus on sales thru gross profit for helping to manage business. Simplified chart of accounts & implemented common costing methodology to make uniform for all locations.
- Directed pricing, savings, and manufacturing initiatives to grow sales by 200%, boosting earnings 700%.
- Lowered inventory and receivables by 50%+ through supply chain improvements and SaaS collection system.
- Developed international representation network for 60%+ increase. Co-led business development initiatives / new products.
- Executed acquisition plan with product matrix, identified potential targets, and performed due diligence for 3 acquisitions.
- Led ERP selection & implementation across all business units to unify into a single organization (Oracle EBS R12, common structure) of 1200+ employees, \$978M sales at 100+ locations). Completed in 24 months for 10 companies.

OIL STATES INTERNATIONAL, Houston, TX

Division Controller

Feb 2004 – Apr 2005

Oil States International is an American multinational corporation, focusing on providing products & services to oil and gas companies.

- Responsible for leading Accounting department. Reviewed analyses of activities, costs, and operations data to determine division progress toward stated goals. Supervised 6.
- Oversaw the development of reporting/analysis package and Sarbanes-Oxley Act internal control/audit compliance.
- Implemented MAPICS inventory management and cost system.
- Consolidated one business unit with 3 locations into one unified location for \$2M annual savings.

ENPRO INDUSTRIES, Houston, TX

Controller / General Manager

Jan 2003 – Feb 2004

EnPro Industries, Inc. is an American industrial conglomerate, providing engineered industrial products for critical applications.

- Responsible for, restructured, and directed activities of Sales, Accounting, IT, and HR. Supervised 9.
- Established monthly reporting and budgeting cycle. Implemented Hyperion for automating reporting.
- Implemented cost control and inventory management processes resulting in improved inventory turns from 4X to 14X.
- Increased operating income by 200% and generated 400% improved cash flow within 12 months.
- Established monthly reporting and budgeting cycle. Implemented Hyperion for automating reporting.

TURBINE AIR SYSTEM (TAS), Houston, TX

Chief Financial Officer

Feb 2002 – Dec 2002

TAS is focused on highly efficient, factory-built, packaged modular solutions in the power generation and industrial cooling industry.

- Led Accounting, HR and IT group. Implemented IT group to oversee infrastructure and develop tools increasing ability to deliver quality proposals. Oversaw development of performance management system, employee handbook, and HR procedures.
- Managed capital projects including office expansion and production facility purchase and renovation. Developed treasury and insurance functions and procedures to support growth-funding requirements: lines of credit, credit ratings, cash yield management, project bonding sources, and business risk coverage. Supervise 7.

- Established national manufacturing representative network in 4Q03. Identified and performed due diligence on two potential product line acquisitions. Completed turnaround and prepared divestiture package for soliciting \$10M non-core business.
- Assisted customers in obtaining project financing, and structured other funding methods to support sales.

STEWART & STEVENSON, Houston, TX

Divisional Controller

Jan 2000 – Feb 2002

Stewart & Stevenson is a manufacturer and distributor of products and services for the oil and gas, marine, construction, power generation, transportation, mining and agricultural industries.

- Hired, developed, and managed Finance, IS, and Project Management staff. Responsible for \$70M expense and \$15M capital investment budgets. Implemented forecasting cycles with monthly reviews. Established division financial model. Supervised 9.
- Reduced >90 days aged receivables from \$7.8M to \$0.6M resulting in a 90%+ reduction.
- Successfully achieved ISO 9002 certification for project management.
- Led divisional JD Edward conversion; implementation is now model used for other divisions.

CATERPILLAR

May 1987 – Jan 2000

Solar Turbines Incorporated, a \$1.7B subsidiary of Caterpillar Inc., designs and manufactures industrial gas turbines for onshore and offshore electrical power generation, for marine propulsion and for producing, processing and transporting natural gas and oil.

Controller, Solar Turbines / TurboFab Facilities, Houston, TX (1997 to 2000)

- Hired, developed, and managed Finance, IS, and Logistics staff. Managed internal and external financial reporting, including product line accounting and analyses. Oversaw IT infrastructure and strategy including hardware, data/voice/video, and ERP systems implementation. Supervise 8.
- Established policies, procedures, and systems for growing division from one facility encompassing 15 acres with 160 employees, to 3 facilities encompassing 50 acres with 500+ employees.
- Enacted measures reducing inventories by 50% since arriving.
- Implemented new budget and product cost trend-reporting system using Hyperion OLAP and Access.
- Led Texas assessment of Malcolm Baldrige Assessment and California Quality Award.

Controller, Solar Turbines Corporate HQ, San Diego, CA (1995 to 1997)

- Responsible for consolidating and reporting domestic and international financials for division, assessing departmental budgets, developing corporate long-range sales forecast, and preparing new equipment pricing. Supervise 2.
- Studied and analyzed the viability of new products, developed business plans, prepared models and assessments, and presented recommendations to President's staff. Created program for estimating product cost during development process.
- Supported Director-Power and VP Sales by overseeing \$650M+ revenue and \$103M expense budget.
- Developed and implemented NPI measurement process, and lead team on cost reduction effort resulting in 25%+.
- Recognized for delivering new engine from idea to shipment in 24 months and 20% below cost target.

Lead Accountant, Solar Turbines Package Refurbishment & Engine Overhaul, Dallas, TX (1987 to 1995)

- Responsible for budget development, financial statement preparation and analyses, regulatory compliance, month-end closing entries and reconciliation, internal controls, and product cost. Supervise 2.
- Cost accounting of remanufacturing and Maquiladora operations.

Implemented financials from startup through \$100M revenue; viewed as most successful facility start-up (Cat President Award).

EDUCATION & CERTIFICATION

MBA, Management, University of Texas-Arlington

BBA, Accounting, Texas Christian University; BBA, Finance, Texas Christian University

Certified Public Accountant (CPA-TX), Certified Management Accountant (CMA-TX)

Developed & taught University of California's Leadership & Management Performance program, 1996–2012

TECHNICAL SKILLS & ACCOMPLISHMENTS

Technical skills: Google (Sheets, Docs, Drive, Slides), MS Office (Excel, Access, Power Point, Word, Projects, One Note), Hyperion, Tagetik, Oracle (OCS, EBS, JDE), Infor, Workday HRIS, Cognos, Microstrategy, Qlik, Business Objects, BI