

GERRY P. O'CONNOR

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EXECUTIVE BIOGRAPHY

FINANCE EXECUTIVE | ANGEL INVESTOR | PRINCIPAL: C-SUITE ADVISORY GROUP



Offering more than three decades of senior executive leadership in strategy development and execution, Gerry O'Connor is laser-focused on driving profitable growth. His unique background spans key financial roles in M & A, business start-ups, joint ventures, international high-tech manufacturing, and global commodities trading. With his diverse experience, Gerry is a valued executive team member recognized for his networking abilities and talent for leveraging financial and people resources.

Sought out for his financial acumen, operations savvy, enterprise risk management, and treasury/internal audit expertise, Gerry has served as CFO and Senior VP in the energy and utility sectors as well as global manufacturing firms, Partner in two C-suite consulting and project management firms and is a recent member of an angel investment fund.

At Brentwood Advisory Group, he is co-founder and instrumental in its transformation from a single-purpose firm that delivers interim C-suite staffing. Through his recruitment of new advisors with specialties in operations, HR, IT, sales, and marketing, current offerings now include staffing of diverse C-suite roles at management, executive, and board levels.

He developed a 5-point strategic direction matrix to sell an S & P 500 company with a scope that included marketing, deal negotiations, and integration planning with the purchaser. The sale of the firm earned a 30% premium for shareholders. Earlier, he designed and led the implementation of a continuous business improvement project. The result of the project reflected a reduction in annualized operating costs by \$25M, or 12%, and an improvement in working capital by \$40M with receivables reductions.

In all his roles, Gerry balances his enthusiasm for profitable growth coupled with the need to mitigate risk. He has led organizational restructuring initiatives, creating alignment around tactics to achieve desired bottom-line results. His leadership style is collaborative, empathetic, supportive, and a team builder.

Gerry also brings extensive corporate governance experience through his work with organization's board of directors. Today he serves as a Board Observer on behalf of Angel Investment Fund for Vyv, Inc. (formerly Vital Vio) Board. His philanthropic endeavors include Board memberships in community-based organizations as Treasurer of Career & Networking Center, Naperville, IL, Treasurer of Chicago Sister Cities International Program, Treasurer of Vistas Condominium Association, Naples, FL, and Board Member of Naperville Public Utility Advisory Board. He has acted as a management Representative and member of Finance Committees on numerous corporate boards including Nicor Gas, Tenaska Marketing Ventures, Illinova Energy Partners, and Aux Sable Liquid Products.

Gerry started his finance career at Bourns Networks, Inc. in his birthplace, Ireland, and worked as Financial Controller in the company's two locations, including Switzerland. He received his Chartered & Certified Accountant designation (*European CPA equivalent*) and holds a BA in Accounting and Business from University College, Dublin, Ireland, and an MBA from Utah State University, Logan, UT.

KEY QUALIFICATIONS

- Held CFO roles in North and Central America, Europe and East Asia.
- Led finance teams for ventures ranging from early stage to \$500M.
- Managed numerous buy-side and sell-side transactions.
- Created and executed end-to-end business process conversion plans for three start-ups.
- Developed strategic direction matrix for S & P 500 client, resulting in \$3B sale.