

GLENN P (GP) MURRAY

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Diverse and inclusive thinking,
high standards

Expertise: Startup Growth and Scale Turn-around Restructuring

Industries: Technology Law & Medical Services Mfg/Distribution VC/PE Construction Hospitality

Geographically flexible, able to relocate to work in-office or hybrid, travel-friendly to work with smaller, mid-sized, or larger companies. I will stabilize the accounting department and set up the team and process for the long term—expert with revenues from \$5MM - \$100MM.

Collaborative team builder who is strong in financial analysis (FP&A) and a software expert in accounting, ERP, MRP, and BI. Tenure in Human Resources and IT Management with international experience in multi-currency forex, transfer pricing, and consolidation. Performed complex revenue recognition and devised various manufacturing and construction cost calculation models.

EOS-minded and human capital dedicated with a Gen X / Millennial business style using professional leadership and management skills to motivate, guide, and inspire cross-divisional units. Software proficiency in Microsoft, Netsuite, Epicor, Quickbooks, Procore, Sage, SAP and other systems.

PROFESSIONAL EXPERIENCE

Accounting & Finance Consulting

Feb 2024 – Present

CONSULTANT: CONTROLLER-DIRECTOR / VP / CFO

B2B/B2C: Currently working with a maturing Med-Tech company that is innovating for the pharmaceutical industry. Clients include AbbVie, Johnson & Johnson, Novartis, and Genentech, providing outsourced Accounting & Finance, creating budgets, contracts, client margin computations, forecasting, ERP selection, and related Accounting, Finance, and Treasury needs.

i2Vision, Inc (International Advertising Services Agency)

Nov 2022 – Jan 2024

CONTROLLER / CHIEF FINANCIAL OFFICER

B2B: i2Vision is a Global Marketing & Advertising Services Agency focused on Pharmaceutical & Biotech companies in the Ocular space, working on branding, image enhancement, and consumer awareness for new or improved products.

Restructured Finance dept to produce meaningful financial information and compile new OPEX budget targets to increase EBITDA 200% and improve staff utilization by 50%

- Sourced and managed new software to improve companywide communication and efficiency
- Companywide controls implemented alongside new financial system for better data visibility and analysis
- Investor relations deck created with historical comparison, budget, and forecast for Board reporting

SDBC (Recreation & Leisure Yacht Charters)

Jan 2021 – Jan 2023

CHIEF FINANCIAL OFFICER

B2C: San Diego Boat Cruise is a regional Yacht Charter (rental & management, and repair services) company competing with local and international brands such as Boatsetter.com (\$100MM) in the hospitality industry.

Boosted Revenue and Margin by 400% and 65%, respectively, using improved financial reporting, analysis of TAM, and ratios to redirect marketing dollars and channel tactics alongside improved communications and technology

- Created financial reporting, controls and expense center analysis to expose potential savings
- Elevated revenue by 400% by improving biz-dev channels which improved pricing power
- Hastened communication using new software and online tools, improving asset/staff coordination
- Managed treasury investments and cash flow forecast

Entry Ventures, Inc (Venture Capital, technology-focused)

April 2018 – June 2021

CHIEF FINANCIAL OFFICER

B2B: Entry Ventures is a \$300MM Venture Capital firm. As CFO and Manager of Business Development, I was charged with building infrastructure, hiring management and staff, channel development, setting performance metrics, and Board reporting.

Created a model by which to identify scalable and profitable target companies. Identified and managed portfolio companies to achieve expense savings and revenue increases targeting 25% YoY revenue growth.

- Maximized equity negotiation, mitigated risk using an improved model for the valuation of investment
- Expedited financial reporting models, KPI metrics and variance analysis to increase the speed of tactical decision-making and streamline investment and M&A process
- Managed investment deals with Private Equity partners

Island Pacific Systems, Inc (Software, formerly publicly listed on ASX)

April 2006 – Dec 2017

VP FINANCE / CHIEF FINANCIAL OFFICER

B2B: Island Pacific Systems is a \$50MM global software technology firm with both SaaS and traditional products operating in several countries serving the international retail chain industry. As CFO, I consolidated multi-entity financials, opened and managed business offices in multiple countries incl: UK, IRELAND, CHINA, CANADA, INDIA for improved market penetration and reduced CAPEX costs of programming software. Worldwide contract negotiation and management with customers including AEROPOSTALE, NIKE, SUPERDRY, LIMITED BRANDS. Expert in US GAAP, UK GAAP & IFRS.

Elevated EBITDA 50% with improved sales-customer communications and increased Worldwide service staff efficiency

- Highlighted opportunities for services revenue and improved application of R&D to increase efficiency 45%
- Opened offices Worldwide, created transfer pricing documents to improve tax effectiveness
- Tightened consolidation timing for public company Board reporting, budgeting / forecasting, and Investor capital raise
- Uncovered ERP visibility, integrated Salesforce and I.T. systems, VOIP, DM & other comms

Finance & Technology Consulting

November 2001 – 2006

CONTROLLER / DIRECTOR of TECHNOLOGY

Served numerous San Diego companies: IPI (Software, formerly publicly listed AMEX), ARS (Software), NIK Software (acquired by GOOGLE), Retail Pro (Software) various other SMB (Construction, Manufacturing, Distribution).

B2B/B2C: Outsourced management of Finance & Technology for domestic and international companies from \$5MM-\$100MM. Executed strategic planning projects in Investment Banking proformas, M&A plans: for customers such as: General Dynamics, Northrop Grumman, Jacuzzi, Titleist.

- Achieved revenue growth from \$8MM to \$40MM in 5 years by pioneering a NEW digital ordering technology
- Rallied company to implement ERP and E-commerce initiatives, increasing revenue 330%
- Improved customer interaction through VOIP based Sales & Ops communication
- M&A: Assimilated acquisitions of CNC shops, centralized parts data, negotiated a multi-million-dollar bank credit line

EDUCATION

CMA

(CMA Applicant, 2024)

Certified Management Accountant (applicant)

UNIVERSITY OF SAN DIEGO

San Diego • CA

MBA (FINANCE)

Emphasis on Finance and Intl Business, Graduating class CEO, Intl Collegiate Business Competition

ADELPHI UNIVERSITY

Garden City • NY

BS MGMT (ACCOUNTING & FINANCE)

Magna Cum Laude - Emphasis on Management & Finance

CHARITABLE BOARD MEMBERSHIPS

Friends of San Diego Park & Rec • We Gotta Get This Paper

OFFLINE

Sports and Team Oriented: Boxing, Triathlon, Soccer, Golf, Boating, Sky Diving