

LISA GIANNELLI

NEXT LEVEL NOW, INC. 16 PEASE BOULEVARD, PORTSMOUTH, NH 03801 (603) 433-4783 lgiannelli@nextlevelnow.net

■ SKILLS & SUMMARY

BUSINESS / FINANCE MANAGEMENT

- Business Strategist & Change Agent
- Business Process Expert
- Cost & Operational Accounting
- Results-Oriented Team Leader
- Multinational Consolidations
- KPIs
- Budgeting, Risk Management & Forecasting
- Gross Margin & Variance Analysis
- GAAP Reporting
- ERP System Conversions & Upgrades
- Policies & Procedures

Results-oriented CFO with experience guiding growth-minded and distressed companies. Extensive experience in medical, real estate, service and distribution industries, managing and strengthening core business functions. Focus on planning, analysis, and financial strategies as well as process and performance measurements to achieve consistent and sustainable results. First-rate grasp of technology and its applications, both internally and in customer environments. Experience leading IT, HR and Administrative functions.

■ PROFESSIONAL EXPERIENCE

CHIEF FINANCIAL OFFICER, NEXT LEVEL NOW, Inc., Portsmouth, New Hampshire April 2018–Present
CFO with multiple organizations across various industries. Industries serviced include manufacturing, real estate, professional services and insurance brokerage, and distribution. Incomes of organizations vary from start-ups to \$50 million.

- > Analyze and summarize company's financial state, relative to pricing, gross margin, variance, and product, market, and customer strategies
- > Cash management and company turnarounds
- > Build and produce company projections for forecasting
- > Private funding and associated due diligence
- > Company sales and transitions
- > Develop cost accounting models to facilitate better decision making

CONTROLLER, THE DUPREY GROUP, Concord, New Hampshire 2016–2018

Responsibilities include all finance function of a 73 entity organization.

- > Accounts payable, accounts receivable, payroll and finance functions with the help of a 4-person accounting staff
- > Responsible for the integrity of all general ledgers and monthly financial statements.
- > Prepare annual budgets, cash flow management, financial planning, reporting and interact with banking personnel and CPA firms.

SR. FINANCIAL ANALYST, AIRGAS USA, LLC, Salem, New Hampshire 2006–2016

Assist the SVP of Specialty Gases and Life Sciences with the collection and analysis of data from Regional Company Computers Unlimited (CU) and Eclipse systems, Airgas' data warehouse, and other sources. This information will be used to track the progress and results of various specialty gas and life science and international sales programs, and to develop new strategic platforms for growth in sales and earnings.

- > Responsibilities include creation of area and branch budget.
- > Finance support to three Area Vice Presidents.
- > Direct supervision of three Cylinder Control Specialists.
- > Perform ad hoc reporting and analysis to assist other specialty gas, life science, and international sales staff members

CONTROLLER, AIRGAS USA, LLC

Responsibilities include all accounts payable, payroll and finance functions with the help of a 21 person staff.

- > Responsible for the integrity of the general ledger and monthly financial statements of a 360 million dollar company.
- > Prepare annual budget. Ensure SOX regulations are implemented and work with internal and external auditors.
- > Travel to area locations throughout the East Region to work with Area VP's and Branch Managers to create organizational efficiencies and train branch personnel.
- > Participate as part of the Senior Management team.

DIRECTOR OF CYLINDER SUPPLY CHAIN, AIRGAS USA, LLC

- > Responsibilities included the management of cylinder assets including inventory management, capital appropriation and requalification.
- > Direct supervision of twelve Cylinder Asset Specialists.

DIRECTOR OF FINANCIAL PLANNING & ANALYSIS, AIRGAS USA, LLC

- > Responsibilities include the timely creation of annual forecast and budget at the branch level along with presentation to senior management of a \$385 million dollar organization, manage capital expenditure requests, manage property lease expirations, terminations and renewals and update the lease plan.
- > Enhance management reporting and analytics.
- > Direct supervision of two Business Analysts and a reporting analyst.

CONTROLLER, DIRECT CAPITAL CORPORATION, Portsmouth, New Hampshire 2005–2006

- > Responsibilities include the integrity of the general ledger and monthly financial statements.
- > Responsible for the internal controls and the establishment of policies and procedures to ensure checks and balances and integrity of transactions.
- > Work collaboratively with the management team to develop long-term plans related to the organizations vision and strategic planning.
- > Manage the accounting department of four personnel. Coordinate internal audits and work directly with the external accountants.

CONTROLLER, LIFEPLUS, INC., Raymond, NH 1998 - 2005

- > Fully responsible for all accounting and human resource functions including employee benefits with the help of three staff persons
- > Monthly preparation of financial statements and other reporting; annual preparation of budgets and year end financial statements (consolidated and detailed by multi-locations); management of cash flow and assist in mergers and acquisitions.
- > Responsible for the management of a 16 person billing center to all modes of payers including Medicare, Medicaid, Managed Care Organizations, etc.
- > Direct liaison for insurance brokers, bankers and auditors. Acting Compliance Officer and part of the Senior Management Team.

ACCOUNTING MANAGER, MARKETREACH, INC., Bedford, NH 1997–1998

- > Responsibilities included all of the accounting functions such as A/R, A/P, payroll and G/L within a Job Costing System; all of the human resource functions including weekly tax deposits and quarterly and yearly tax filings; supervision of administrative staff and responsible for all office management tasks.

ACCOUNTING MANAGER, CONTRACTING, PLANNING & MANAGEMENT ASSOCIATES, INC.
Brentwood, NH 1996–1997

- > Responsibilities included the monthly closings, processing of all A/R, A/P payroll and G/L within a Job Costing System, preparing management reports including year-end schedules to close the financial records of the company and quarterly tax filings, and supervision of administrative staff.

SENIOR CORPORATE ACCOUNTANT & AVP, BANK OF IRELAND FIRST HOLDINGS, INC.
Manchester, NH 1990–1996

- > Responsibilities included controlling and producing financial records for First NH Bank a \$3.9 billion financial institution, preparing management reports including year-end schedules to close the financial records of the company, monitoring compliance issues of the Finance Division, and supervision of three staff members.

AUDIT SUPERVISOR AND AVP

- > Started as an Audit Senior, promoted to Audit Supervisor. Responsibilities included planning and organizing audit engagements, performing more complex audit fieldwork, reviewing and preparing reports of recommendations for improving internal controls, and supervision one to four staff members.
- > Assisted Price Waterhouse with audit of year-end financial statements and other special projects.

STAFF ACCOUNTANT, GRANT THORNTON, Boston, MA 1989-1990

- > Responsibilities included performing examinations of client's financial statements, reviewing and compiling of financial statements, preparing tax returns, preparing client advisory comments and performing other accounting and audit services.

ACCOUNT ANALYST, INTERNAL REVENUE SERVICE-COLLECTION DIVISION, Boston, MA 1987-1989

- > Responsibilities included contacting taxpayers using a computerized telephone system to secure payment of delinquent returns
- > Analyzing and resolving tax processing problems
- > Responding to a variety of telephone contacts; adjusting taxpayer accounts
- > Providing information and recommending enforcement action on all types of individual and/or business accounts and issuing and following up on levies.

■ EDUCATION

Masters of Business Administration, Concentration in Leadership / Human Resource Management
FRANKLIN PIERCE COLLEGE 2006-05

Bachelor of Science, Management
UNIVERSITY OF MASSACHUSETTS Boston, MA 1989-06

■ ADDITIONAL INFORMATION

Good communications skills, self motivated and directed and possess good management skills. Outstanding attention to detail and excellent follow-up skills as well as maintain confidentiality. Notary of the Public.

Software: SAP, Caliber, Excel, Hyperion, Enterprise, Timberline, MS Word, MAS90, Powerpoint