

MARK JONES

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CHIEF FINANCIAL OFFICER

Finance and Operations Executive with a track record of success and progressive leadership experience in private equity-owned and publicly-traded companies.

Executive Leadership Profile

Operational Excellence & Synergy: Extensive experience building organizations from the ground up, guiding companies to both public and private entities, and leading financial acquisition, IPO, and sale due diligence.

Financial Leadership: Provided financial and operational oversight in protecting the financial health of a \$4.3B company, led end-to-end development strategy and financial due diligence for go-private and go-public transactions and provided thought leadership for strategic and financial option development, evaluation, and execution.

Trusted Advisor & Partner: Financial advisor and thought leader to corporate executives, Boards of Directors, and senior management teams on a wide range of strategic and corporate-wide business and financial initiatives.

Signature Competencies

- ➔ Strategic Planning & Leadership
- ➔ Transition/Integration Management
- ➔ Project Management
- ➔ Financial Planning & Analysis
- ➔ Financial Management & Oversight
- ➔ IPO / Acquisition Leadership
- ➔ Negotiations/Due Diligence
- ➔ Capital Budgeting / P&L Management
- ➔ Private Equity Transactions
- ➔ Corporate Development
- ➔ Six Sigma Greenbelt
- ➔ Operational Excellence

FINANCIAL LEADERSHIP EXPERIENCE & ACCOMPLISHMENTS

ABC COMPANY – San Antonio, TX

- ▶ Interim General Manager, Government Solutions (2018-2019)
- ▶ Chief Transformation Officer (2017-2018)
- ▶ Interim Chief Human Resources Officer (2017-2018)
- ▶ Interim Chief Financial Officer (2017)
- ▶ Senior Vice President of Finance (2015-2017)
- ▶ Vice President, Strategic Finance (2011-2015)
- ▶ Vice President, Corporate Development (2010-2019)
- ▶ Vice President, Operational Excellence (2009-2010)
- ▶ Vice President/Director of Finance (2005-2009)
- ▶ Manager, Business Development and Finance (2003-2004)

Achieved consistent advancement and transitions to roles of increasing scope and responsibility for this \$2.5B company with 6,500 employees. Earned credibility throughout the organization as a trusted resource and leader tapped to take on numerous interim roles based on a history of leadership and common sense decision-making and driving results across all aspects of the business.

SENIOR VICE PRESIDENT OF FINANCE | 2015-2017

Led all finance-related due diligence finance functions through the exploration of strategic options for taking the company private after nine years as a public corporation. Worked with corporate development leadership on sourcing and pitching to 12 private equity firms, leading to Apollo Global Management's \$4.3B leveraged buyout of the company.

VICE PRESIDENT OF FINANCE | 2011-2015

Directed strategic finance operations and led a strategic finance group responsible for pricing, product revenue (\$2B), customer economics/P&Ls, capital planning, and product contribution strategy and initiatives companywide. Owner of key functional areas including pricing, planning, and business model evolution.