

HENRY L. DANIELS

FINANCE EXECUTIVE

Business Operations... Technology....Transformation....Data.... Corporate Operations

~ Core professional competencies ~

- ❖ Profit Analysis
- ❖ Strategy Development
- ❖ Manufacturing Cost Management
- ❖ P&L Management/Budgeting
- ❖ Variance Analysis
- ❖ Material Cost Management
- ❖ Vendor Relationships
- ❖ Cash Forecasting
- ❖ Oracle and SAP ERP Implementation
- ❖ Strategic Sourcing
- ❖ Manufacturing Operations Leader
- ❖ Sales & Discount Analysis
- ❖ Joint Venture Development
- ❖ Inventory Management
- ❖ New Product Launch/Development
- ❖ Engineering Operations Mgt

KEY ACHIEVEMENTS:

Created company wide company cost tracking process to manage SG&A reduction targets of \$2B.
Managed cost reduction strategies resulting in \$20MM lower cost of goods sold.
Negotiated joint venture supply agreement supporting capacity expansion.
Implemented Oracle & SAP system transitioning over \$10B in transactions.
Transformation Leader driving shared services transition as well as overall finance operating processes

CAREER OVERVIEW & KEY ACHIEVEMENTS

General Electric - Aviation.....02/2019 - Present
Worlds largest infrastructure and financial services company.

CFO, Engineering Operations - Cincinnati, OH

Reporting to Aviation CFO & partnered with Engineering CEO to execute the \$2.5B engineering effort across a global engineering & supply chain network

- ◆ Leading the short term and long term strategy and planning cycles
- ◆ Responsible for financial accounting and financial planning processes during quarterly/annual reporting
- ◆ Enhancing the capital allocation framework for engineering allowing better business case evaluations
- ◆ Managing a financial organization of 85

General Electric - Aviation.....07/2013 - 02/2019
Worlds largest infrastructure and financial services company.

Executive, Financial Systems Integration - Cincinnati, OH

Leader for 40 engine component manufacturing and service locations ERP implementations. Managing \$26B of revenue and \$4B of operating profit impact.

- ◆ Cross functional leadership in driving technical and business solutions
- ◆ Driving leaner finance operating organization
- ◆ Building standardization among business finance teams
- ◆ Supporting the execution of company wide shared services finance capabilities

General Electric - Corporate.....01/2012 - 07/2013
Worlds largest infrastructure and financial services company.

Executive, Financial Planning & Analysis - Fairfield, CT

Managing financial consolidation of total company financials supporting quarterly earnings reporting internally and externally. Leader in the development of the annual and multi - year strategic planning. Supporting company initiatives such as structure simplification and operating structures.

- ◆ Managed the corporate reporting process for infrastructure orders of \$20B per quarter and unfilled backlog of \$200B.
- ◆ Responsible for all international revenue (\$60B), orders (\$14B), and backlog collection and reporting.
- ◆ Developed new standard operating policies issued throughout company.
- ◆ Revamped the reporting structure for infrastructure long term orders and backlog, creating a more accurate and reliable process.

General Electric - Aviation05/2010 - 01/2012

Worlds largest infrastructure and financial services company.

Supply Chain Finance Senior Manager - Cincinnati, OH

Direct Reports: 10 finance professionals.

Challenged to manage 6 supply chain manufacturing locations which combined operating costs exceeds \$2B. The primary goals of each shop is to produce high quality aircraft components at the lowest costs. Hourly workforce was over 2,000.

- ◆ Led the introduction of cost reduction strategies resulting in over \$26M in lower costs compared to prior operating years.
- ◆ Managed multi shop inventory reduction through the elimination of obsolete inventory, reduction in slow moving inventory, and supporting throughput initiatives that supports increase in inventory turns.
- ◆ Managed the long term capital expenditures budget of \$300M across the multiple sites.
- ◆ Negotiated a joint venture supply agreement to support business wide cost reduction goals.

General Electric - Aviation10/2007 - 05/2010

Worlds largest infrastructure and financial services company.

Sourcing Senior Financial Analyst - Cincinnati, OH

Selected to lead the transition of the business' accounts payable system. With over \$10B of transactions annually, this is the main source of recording and accounting for a \$3B payables balance. In addition to the transition of the A/P system, managed the quarterly cash forecast for the \$18B business.

- ◆ Transitioned \$10B of transactions between legacy A/P platform to an Oracle version.
- ◆ Partnered with Sourcing Operations in increasing supplier average days payment terms.
- ◆ Finance leader for Indirect Sourcing Operations, supporting deflation on \$1B annual spend.
- ◆ Supporting new engine program material deflation initiatives

Chrysler, LLC.....03/2001 - 10/2007

3rd largest automobile manufacturer in the U.S.

Senior Financial Analyst - Auburn Hills, MI

Navigated through three operational finance roles: Manufacturing, Sales & Marketing, and Product Development.

- ◆ Managed vehicle development cost and investment, perform NPV analysis on lifelong profitability of programs.
- ◆ Support Sales Organization on fleet vehicle sales, analyzing long term discount options impact on net income.
- ◆ Manufacturing site finance leader supporting cost reduction initiatives, capital expenditures.
- ◆ Dealer network support leader for US region

Previous Experience: Operations Manager ~ Chrysler, LLC. - Detroit, MI10/1994 - 03/2001

Masters of Science Management- Walsh College; Troy, Mi. 2002

BS in Accounting- Wayne State University; Detroit, Mi. 1999

Graduate of GE Experience Finance Leadership Program 2012

GE - Developing Business Leadership 2010

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Community Service: Past - President: National Black MBA Association - Detroit Chapter 2007

Volunteer Income Tax Preparation: MI, OH, CT

United Way Annual Contributor