

# Stan Alhadeff

Atlanta, GA

<https://www.linkedin.com/in/stanalhadeff/>

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## Chief Financial Officer

### PROFILE

Accomplished financial management executive with 20+ years of leadership experience in leading financial strategy, capital optimization, and operational transformation across startups, PE-backed firms, and public companies. Proven track record in driving successful exits, managing M&A transactions, and securing multimillion-dollar deals. Known for an entrepreneurial mindset, creative financial structuring, and deep commitment to ethical leadership and business sustainability. Visionary leader with expertise in training and directing cross-functional teams to achieve set goals.

### CORE COMPETENCIES & SKILLS

Board Reporting & Executive Advisory	Corporate Governance & Leadership	Process & Operational Improvement
Budgeting & forecasting	Cross-Border Transactions	Risk Management
Capital Raising & Investor Relations	CRM, ERP, Accounting Software	Strategic Forecasting & Budgeting
Cash Flow Optimization	Entrepreneurship & Innovation	Stakeholder Engagement
Client Relationship Management	Financial Controls & Procedures	Transparent Decision-Making
Compliance & Audit Leadership	Financial Planning & Analysis	Turnaround Management

### INDUSTRY SPECIFIC – MANAGED SERVICE PROVIDERS (MSP) INDUSTRY EXPERIENCE

Strategic financial leader with extensive experience in the MSP sector, driving financial stability, growth, and operational efficiency in technology-driven service organizations. Skilled in managing complex revenue models including recurring contracts, service agreements, and technology investments. Proven ability to align finance with business strategy, optimize cash flow, negotiate vendor contracts, and foster strong relationships with clients and investors in fast-evolving digital markets.

### Core Responsibilities and Achievements

#### Financial Strategy and Operational Leadership

- Led financial planning and analysis to scale MSP operations, focusing on recurring revenue streams and contract profitability.
- Developed dynamic forecasting models to manage cash flow variability caused by client contract renewals, service level agreements, and technology upgrade cycles.
- Achieved a 20% increase in annual recurring revenue by optimizing pricing structures and bundling of managed services.

#### Cost Management and Technology Investment

- Directed budgeting for cloud infrastructure, cybersecurity tools, and staff expansion supporting service delivery.
- Implemented cost controls that reduced operational expenses by 15% through vendor consolidation and process automation.
- Oversaw capital allocation decisions for technology upgrades, securing financing to support hybrid cloud transitions.

#### Revenue Recognition & Contract Management

- Established rigorous revenue recognition practices aligned with accounting standards (ASC 606) for managed services and software licenses.
- Negotiated and structured long-term contracts with customers and strategic partners to increase retention and minimize churn.
- Launched financial dashboards providing visibility on contract profitability, usage metrics, and service technician efficiency.

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## Risk Management & Compliance

- Ensured compliance with data privacy laws, cybersecurity regulations, and IT service standards.
- Developed business continuity and disaster recovery financial plans mitigating risks associated with service disruptions.
- Established insurance and liability frameworks tailored to MSP operational risks.

## Stakeholder Engagement and Growth Financing

- Communicated complex financial insights in quarterly business reviews with executives, clients, and board members.
- Partnered with private equity investors to secure growth capital, supporting acquisitions and market expansion.
- Led due diligence and financial integration for strategic MSP acquisitions to extend service capabilities and regional footprint.

## Process Optimization and Team Leadership

- Automated financial reporting and invoice reconciliation, reducing close cycles and enhancing billing accuracy.
- Fostered collaboration between finance, sales, and service teams to align budgeting with client acquisition and retention strategies.
- Mentored finance and accounting teams to develop specialized MSP financial expertise and technology fluency.

## Key Items Achieved

- Develop forecasting and cash flow models tailored for recurring revenue and multi-year service contracts.
- Implement standardized revenue recognition processes consistent with industry accounting standards.
- Optimize contract negotiation frameworks to improve retention rates and margin management.
- Drive cost reduction and service delivery efficiency through vendor management and technology investments.
- Ensure compliance with cybersecurity, privacy regulations, and IT service standards to mitigate risk.
- Establish robust financial dashboards for real-time monitoring of service profitability and operational KPIs.
- Secure growth capital and lead financial integration for MSP mergers and acquisitions.
- Align finance operations with client service teams to improve billing accuracy and customer satisfaction.
- Build a finance team with deep MSP industry and technology expertise.
- Maintain transparent communication with stakeholders to support strategic decision making and business growth.

## PROFESSIONAL EXPERIENCE

**Business CFO for Hire, Atlanta, GA      Founder & Fractional CFO      2010 – Present**

- *Fractional CFO firm supporting privately held businesses with high-impact financial leadership.*

**At the Table dba Trustegrity (Franchise) Franchise Owner/Regional Director 2021 – 2023**

*International franchise dedicated to facilitating peer advisory/networking forums for C-suite executives/business owners.*

**Global Promotions, Atlanta, GA      Founder & Functional CFO/COO      2005 – 2011**

*A custom promotional products business specializing in high-margin, international B2B deals.*

## PRIOR EXPERIENCE

**Conferon – Regional CFO /Jackson Marketing Group (acquired by Conferon Inc.) – CFO,**  
Event Management and Logistics

**Rubber Stamp & Engraving – CFO Vertically Integrated Manufacturing Enterprise in the**  
Printing and Allied Product Industry

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**Metro Cash & Carry International** – CFO wholesale distribution chain

**Grant Thornton – Audit and Taxation** – CPA Practice

### **BOARD OF DIRECTORS**

**Jackson Marketing Group** – Services / Logistics

**Karma Productions** – Gaming

**Metro Cash & Carry** – Wholesale / Retail

**JIFLA** – Non Profit

**Kudzu Software** – SaaS

**Rubber Stamp & Engraving** – Manufacturing / Logistics.

### **EDUCATION**

#### **Henley Business School, UK**

Master of Business Administration (MBA), Corporate Strategy, Finance, & Project Management

#### **University of South Africa**

Honors Bachelor of Accounting Science (Hon.B.Compt), Accounting, Auditing, & Taxation (MAcc equivalent)

Bachelor of Accounting Science (B.Compt), Accounting, Auditing, & Taxation

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