

Stan Alhadeff

Atlanta, GA

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Stan@BusinessCFOforHire.com

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 – Entertainment & Music Experience

Strategic finance executive with deep expertise in music, media, and live entertainment sectors. Proven track record in scaling creative enterprises, managing multi-million-dollar budgets, optimizing royalty and licensing revenue, and driving profitability in content-driven organizations. Skilled in contract negotiations, rights management, strategic partnerships, and navigating the unique cash flow and forecasting challenges of entertainment businesses.

Financial Strategy & Growth

- Designed and executed multi-year financial plans to support label signings, touring schedules, and production releases, recoding studio costing
- Led forecasting models for unpredictable revenue streams (ticketing, streaming, sync licensing) to stabilize cash flow.
- Drove a 15% YOY revenue growth through new distribution deals and direct-to-fan monetization strategies.

Budgeting & Production Finance

- Oversaw budgets for album recording, music videos, tours, and film/music documentary projects exceeding \$50M annually.
- Introduced zero-based budgeting for creative projects, reducing cost overruns by 20%.
- Created "tour profitability calculators" used by booking teams to evaluate routing, venues, and artist deal structures.

Royalty & Rights Management

- Implemented royalty accounting systems to ensure timely and accurate artist, songwriter, and publisher payments.
- Recovered \$2M in unclaimed back royalties through forensic audit of PRO and label statements.

Investor & Stakeholder Relations

- Partnered with venture capital and private equity firms to secure \$25M in funding for catalog acquisitions.
- Provided transparent reporting to artists, investors, and boards, enhancing trust and long-term partnerships.
- Designed quarterly "Artist Profit Share Reports" to build retention among marquee talent.

Operational Efficiencies

- Integrated finance tools with ticketing and streaming analytics to enable real-time profitability tracking.
- Automated tour settlement processes, reducing reconciliation timelines by 40%.
- Centralized vendor and production contract management, ensuring compliance with SAG-AFTRA equivalent/Musicians Union regulations.

Risk Management & Compliance

- Developed contingency cash reserves and insurance strategies for canceled tours and production delays.

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- Ensured compliance with tax obligations for tours.

Key Items Achieved

- **Implement dynamic forecasting models** for variable income streams (touring, merch, licensing).
- **Centralize royalty management** systems to reduce disputes and ensure accurate payouts.
- **Negotiate and optimize contracts** with distributors, and sync partners.
- **Create content production budget templates** that account for overages and marketing spend.
- **Integrate analytics tools** for real-time revenue tracking across all channels.
- **Secure capital** for catalog acquisitions, talent investments, and long-term IP monetization.
- **Enhance investor relations** through transparent, artist-friendly financial reporting.
- **Strengthen cash flow resilience** with diversified revenue and insurance protections.
- **Ensure regulatory compliance** for global touring and content licensing.
- **Mentor finance teams** to understand the nuances of entertainment accounting.

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

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
