

# 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 – PROFESSIONAL SERVICES EXPERIENCE

Proven financial executive with deep expertise in professional services organizations, where effective client relationships, resource utilization, and margin management are essential. Accomplished in strategic planning, scaling operations, and optimizing cash flow across project-based and recurring service lines. Recognized for delivering actionable financial insights, guiding growth, and maintaining compliance in dynamic, people-driven environments.

### Core Responsibilities and Achievements

#### Strategic Financial Guidance & Planning

- Led firm-wide financial planning, incorporating utilization rates, billable hour targets, and service line profitability into multi-year forecasts.
- Implemented KPI-driven dashboards tracking revenue per head, client acquisition cost vs. lifetime value, and operating cash flow.
- Increased firm profitability by 12% by optimizing pricing strategies and resource allocation across projects and departments.

#### Cash Flow Management & Operational Efficiency

- Developed project accounting models to closely manage budgeting, billing, and collections for client engagements.
- Instituted systems for accurate and timely cash forecasting, ensuring liquidity through variable demand cycles and seasonal fluctuations.
- Reduced outstanding receivables by 18% through streamlined invoicing and client payment follow-ups.
- Financial Analysis & Performance Management
- Analyzed profit margins by service line to guide expansion and identify underperforming offerings
- Re-engineered cost management practices to control operational expenses without compromising client delivery quality.
- Enhanced forecasting accuracy and financial reporting speed through adoption of modern analytics and automation tools.

#### Compliance, Risk Management & Governance

- Ensured compliance with tax regulations, professional standards, and contract terms across multi-jurisdictional operations.
- Built strong internal controls to mitigate risk and support audit readiness, creating an environment of financial transparency and trust.

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- Relationship Management & Stakeholder Engagement
- Fostered credibility and trust with partners, organizational leaders, and clients through precise financial analysis and reliable reporting.
- Provided financial education for leaders and client managers, enabling informed decisions and better alignment with business strategy.
- Facilitated growth initiatives ranging from new market entry to technology upgrades, collaborating cross-functionally to ensure financially sound decisions.

## Key Items Achieved

- Design and monitor KPIs — utilization rate, revenue per head, client acquisition cost, and margin by service — for data-driven decisions.
- Build project-based accounting and cash flow management systems tailored to cyclical demand and client billing nuances.
- Develop pricing strategies and resource allocation models to maximize profitability and boost client lifetime value.
- Implement advanced forecasting and financial analytics tools to support agile management and reporting.
- Ensure compliance with all relevant tax, regulatory, and contractual obligations.
- Establish rigorous internal controls and transparent governance to foster trust across the organization.
- Educate and engage partners, leaders, and client teams to align financial and operational strategies.
- Lead cost management and process improvement projects that protect profitability while supporting exceptional service delivery.
- Provide financial leadership for strategic planning, growth initiatives, and goal-setting.
- Build and mentor a finance team with strong analytical and communication skills, tailored to the professional services environment.

## 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

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### 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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