

Thomas A. Fink
Partner



Select Executive Experience

Proficio Mgt Consulting (2020-Present)
Partner

Nelson Worldwide (2018-2020)
CFO

Penzance Management (2016-2018)
CFO

Digital Intelligence Systems (2013-2015)
CFO

Alliance Partners (2010-2012)
CFO

Summit Holdings (2009-2010)
CFO

CapitalSource (2003-2009)
SVP & CFO

US Airways Group (1989-2001)
VP & Treasurer, VP-Procurement

Core Competencies

Executive Leadership	Internal Management Reporting
Organization & Financial Strategy	Financial Controls
Team Leadership & Transformation	Business Performance Management
Budgeting & Dynamic Forecasting	Policy & Process Improvements
Financial Planning & Analysis	Corporate Development
Business Intelligence	Mergers & Acquisitions
IPO & Capital Markets Financing	Strategic Partnerships
Liquidity & Working Capital	International Subsidiaries
Balance Sheet Optimization	SAAS Business Model
External Reporting & Investor Relations	

Education & Certifications

MBA
University of Chicago, Booth School of Business

BA, Economics
University of Notre Dame

Executive Profile

Tom Fink is a partner in the Washington DC office of SeatonHill. His career spans over 30 years in executive level positions within a broad array of industries including transportation, financial services, professional services, real estate, and investment banking. Tom has led large and small companies, both private and public, through important strategic and transformative stages. He has expertise in international businesses, SaaS business management, managed services, defense contracting, architecture and design, and consulting.

Tom's core skills include the development of strategy, growth funding, performance management, enterprise systems, M&A, and strategic sourcing. Tom has optimized the financial operations of multiple organizations where he transformed teams, increased liquidity, improved operating cashflow, and enhanced overall financial flexibility. In addition to traditional CFO responsibilities, he has also served as a board member, finance committee chair, and advisor.



Our partners have deep experience across multiple industries, and can quickly integrate into your organization to provide the insights you need to succeed in today's marketplace.

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Key Experience

UpperHand (SAAS experience): As an investor and founding board member, Tom advised management at this youth sports-focused SAAS company on executing a growth-focused business strategy, governance, establishing SAAS KPIs, and acquiring operating capital. He was very hands on with this company, particularly in directing & guiding the co-founders (one the CEO and the other the CFO) in successfully launching the business. Tom was instrumental in guiding them through several rounds of fund raising that evolved from Friends & Family to the State of Indiana Venture Capital Fund and other professional investors. He also helped drive the re-imagining of the business to a "sports & fitness-focused SAAS business". UpperHand developed and sold "scheduling software" that became an essential ERP system for the many, diverse companies in the large and fragmented sports/fitness industry. His SaaS experience includes FP&A Skills focused on future planning models (Capital, Cash, Investment, Growth / Expansion decision and QBO to NetSuite guidance and migration.

US Airways: Tom excelled in multiple roles over his 12-year career at US Airways, including obtaining \$6B+ in external capital, negotiating a \$15 billion aircraft acquisition program (the largest in the industry), managing \$2.4B in highly diverse annual spend, and securing over \$300Min yearly cash flow savings through novel strategic sourcing and global procurement strategies.

CapitalSource: Tom spearheaded this high-profile specialty finance company through its high-growth phase and IPO transition to a public company. He enabled the company's strategy by financing 10x balance sheet growth from \$2B to \$20B in 5 years while developing industry-leading financing programs. Tom transformed the firm's finance function to a value-added organization supporting the organization's strategy and the evolution of its business model through a period of great instability in its industry.

Nelson Worldwide: As CFO for Nelson Worldwide, a firm greatly scaled by acquisition but struggling with realizing its plans, Tom increased liquidity, operating cashflow, and financial flexibility. He led a finance transformation, helped clarify enterprise strategy and systems, and steered the definition and organization of profit centers to clearly establish focus and accountability following a major recapitalization that financed two transformative acquisitions, which increased total revenue by 70%, but also added significant complexity to managing the business.

Penzance Management: Tom played a crucial role in helping this long time DC-based investor, developer, and manager of commercial real estate raise its first discretionary private equity fund while also enhancing the performance of its legacy business.

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