

## Frank Bisconti Partner



### Select Executive Experience

**Elgin Math and Science Academy Charter School (2018-2021)**  
Founding CFO

**Elite Surgery Tampa (2017-2018)**  
CFO

**Savant Sourcing LLC (2014-2017)**  
COO and CFO

**Consultus Management Partners LLC (2007-2022)**  
Interim CFO/COO; Business Consultant

**Imagemark Inc. (2002-2007)**  
CFO and COO

**ABC Business Supply (2001-2002)**  
M & A Consultant

**Pierce Distribution Services Co. (1996-2001)**  
CFO

**Home Shopping Network Inc. (1987-1994)**  
SVP/Division President

### Core Competencies

P&L Accountability  
Budgeting/Forecasting  
Strategic Planning  
Operations/Finance Management  
Business Analysis  
Turnarounds/Reorganizations  
Acquisitions/Integrations  
Treasury/Banking  
Legal/HR/IT Management  
Risk Management  
Contract Administration  
Purchasing AR/AP  
Staffing  
Packaging/Distribution  
Promo Products  
Not-for-Profits  
E-Commerce  
Consulting  
Healthcare Education

### Executive Profile

Frank Bisconti is a partner in the Midwest area for SeatonHill. Mr. Bisconti has a distinguished corporate career that is adaptable to a variety of industries. He is a visionary leader focused on building world class organizations, increasing productivity and profitability, and developing brand recognition to increase market share and competitive advantage. With several decades of experience in public and private companies, he is passionate about growing companies organically, by acquisition and integration. He is a true turnaround expert, creating outstanding enterprise value. Having increased, often doubling or more, sales for multiple \$1 billion+ companies.

### Education & Certifications

BA  
Seton Hall University

**Special Training: 100 hours of turnaround consulting training at International Services, Inc. (Sept. 2013)**

**Publications: "It's My Turn to be an Entrepreneur- Everything You Need To Know Before You Start a Business"**



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.

**Frank Bisconti**  
Partner



## Key Experience

**Publicly-traded, Premiere Television Retailer:** Held several key positions at a trailblazing retailer of 6,000 employees, with \$1billion+ in sales and over 25 subsidiary companies. As Division President, Frank increased sales from \$20 million to \$40 million in less than 18 mos. He also served as Director of Finance and Investor Relations (for a subsidiary), Director of Subsidiary Operations, and Director of Business Analysis for the parent company.

**National Distribution Services Company:** As CFO of a large, national, 3rd party logistics provider, Frank turned a \$500,000 loss to \$1.5 million profit in 12 months by improving and standardizing warehouse & amp fulfillment operations and reducing freight and packaging costs. He also increased sales from \$12M to \$30M in five (5) years, increased average distribution center profitability from 15% to 23% in less than two (2) years, increased the number of distribution centers from four (4) to nine (9), and managed construction of two (2) 100,000 sq. ft. facilities, plus a new corporate headquarters. Most notably, Frank negotiated two (2) leveraged buyouts on behalf of the owners, significantly improving the company's cash flow and banking practices.

**National Marketing Services Company:** As COO and CFO of a dynamic marketing services company, Frank led all accounting, finance, reporting and analysis. He modified marketing and selling practices that resulted in annual revenue increases from \$3.5 to \$15 million per year. He Improved internal operations, customer services practices, supply chain management, risk/ insurance coverages, financial reporting, contract negotiation and

administration practices, HR and benefits administration, as well as IT/web development services (managing over 35 e-commerce websites) and improved overall warehouse operations.

**Information Technology Staffing Firm:** As COO and CFO for one of the fastest growing IT recruiting and staffing firms in the southeast, Frank facilitated organization development and financial management. Implementing full P&L management, finance reporting & treasury, supervision of sales, recruiting & IT teams, a company marketing program and acquisitions & integrations. Frank managed the sourcing and installation of top industry software (Avionte), brought financial management in-house from outside bookkeeping firm (QuickBooks), and improved treasury/cash flow operations. He facilitated a complete company turnaround of staff, operations and financial management resulting in the doubling of sales, increased client base, improved cash flow, increased productivity, and increased profitability. Most notably, he successfully coordinated the marketing and sale of the business, resulting in capital gain for single entrepreneur owner.

**SEATONHILL**<sup>TM</sup>

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