

Grant Edwards Partner



Select Executive Experience

Fractional and Interim CFO (2016-present)

First Advantage (2015-2016)
VP, Corporate Controller & Global Accounting Executive

DS Services (2014-2015)
Corporate Controller

HRG Inc. (NYSE: HRG) (2010-2013)
Vice President, Corporate Controller & Treasurer

Sciele Pharma (NASDAQ: SCRX) (2004-2010)

Sr. Director, Financial Reporting, and Corporate Controller

Deloitte & Touche LLP (2002-2004)
Senior Consultant

Arthur Andersen LLP (2000-2002)
Tax Consultant

Core Competencies

Debt & Equity Financing
Accounting Systems Integration
M&A
SEC Reporting
IPO
OTC Markets
Divestiture
Joint Ventures
Turnaround & Restructurings
Accounting
Internal Controls
Board of Directors
Financial Modeling
Strategic Business Plan
Audits
Audit Committees
Offshoring
Compensation Plans
Benchmarking

Executive Profile

Grant Edwards is a Partner on the Southeast team of SeatonHill. Mr. Edwards is a hands-on and results-driven Senior Financial Executive (CFO/COO/CAO) with expertise in finance operations, SEC reporting, corporate governance, and strategic planning. Grant has been the CFO for multiple early-stage companies, many of which had successful exits. His industry expertise is wide-ranging with experience in Medical Device, Pharmaceuticals, SaaS, SPACs, Holding Companies, Consumer Products, Financial Cybersecurity, and Energy. He has extensive SEC experience, including IPOs. He began his career with Big 4 Accounting firms before working for an NYC Based Hedge Fund, and multiple public and private companies. Grant has assisted with equity and debt capital raises in public and private markets totaling over \$2.2 billion. His clients include Rent.com (a division of Redfin), MemberSuite, DefenseStorm, Harbinger Capital Partners, and Wild Willies Men's Grooming.

Industries

Private Equity
Big 4 Accounting
Advisory
Medical Device
Pharmaceuticals
SaaS
SPACs
Holding Companies
Consumer Products
Financial Cybersecurity
Energy

Education & Certifications

Master of Science Administration in Accounting
East Carolina University

CPA licenses in Georgia and North Carolina



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.

Grant Edwards
Partner



Key Experience

SPAC/Holding Company/Hedge Fund: As Vice President, Corporate Controller & Treasurer, Grant managed all finance, accounting, and treasury functions for this NYSE-listed BDC/Holding Company/Private Equity company, while contributing additional service as an active member of the Disclosure, Pension, and 401K Committee. Grant also led the consolidation of multiple entities spanning the consumer products, insurance, asset-backed lending, investment vehicle (trading securities), and real estate industries. He assisted with securing capital raises of \$1.2mm in Senior Secured Debt and \$400mm of Preferred Stock, maintaining relationships with creditors and preferred stockholders, and ensuring compliance with all negotiated covenants and reporting requirements. Grant was responsible for the timely and accurate filing of all required SEC forms, including Forms 10-K, 10-Q, 8-K, 14C, S-4, S-3, S-8, and Regulation 3-16 Financial Statements. Most notably, he eliminated over \$750,000 in operating expenses through the leadership of an operating efficiency project spanning all subsidiaries and assisted in the closing of capital raising initiatives, securing \$1.2MM in Senior Secured Debt and \$400MM through the issuance of Preferred Stock, monitoring and maintaining compliance with debt covenants. Grant also led the company through a series of three major acquisitions, including one reverse acquisition and a transaction between entities under common control.

Fractional CFO: Grant has been an Interim and Fractions CFO for over 8 years, helping multiple early-stage companies, many of which had successful exits. These include an energy company that grew from inception to over \$70 million in annual revenues, an entertainment and theatre company, a durable medical equipment company, a receivable factoring business and an executive travel company.

ARR Subsidiary: Grant led the finance organization of a \$250 million ARR subsidiary of a publicly traded company. He designed and implemented a 20-point KPI matrix for monthly reporting. Grant consolidated finance and accounting operations to the parent company, eliminating \$1.5 million in annual spend. He also designed a multifaced forecast and budget with automated updates.

Advisory Services Founder: Grant was a Founder of a Fractional CFO and Controller advisory services firm with a specialty in CFO outsourcing, M&A Transactions, SEC filings, capital raises, process design, treasury functions, cost cutting, PE-backed, start-ups, and middle markets. His industry experience includes Energy, Pharmaceuticals, SaaS, Durable Medical Equipment, PBM, Consumer Products, Service Industry, and Food Service. Grant's roles include a Fractional CFO for a \$100 million Energy Company (Mining), a Fractional CFO for a \$25 million Durable Medical Equipment Company, a Start-Up Financial Adviser & Capital Raise for a Pharmacy Benefit Management (PBM) Company, a Process Design & Cash Flow Management for a Quick Serve Restaurant.

Pharmaceutical Company: Grant served as Senior Director of SEC Reporting and Corporate Controller where he launched all initial accounting policies and procedures, designed to shepherd the company through a period of massive growth, from \$100MM to over \$500MM in annual revenue. He successfully led due diligence efforts in support of three corporate acquisitions and five product acquisitions. Grant also secured \$500,000 in annual cost savings through effective negotiations with a network of vendors that included Office Depot, American Express Card Services, and Enterprise Fleet Vehicles. He effectively managed a team of 32 employees and a full spectrum of corporate finance functions, including general ledger, accounts payable, accounts receivable, payroll, financial reporting (internal and external), and revenue recognition. He also directed a successful conversion from FAS123 to FAS123(R) for the accounting for stock compensation including Stock Option, Restricted Units, Restricted Shares, and Employee Stock Ownership Plan.

SEATONHILLTM

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