

**Mark Kerr**  
Partner



## Select Executive Experience

**Mark Kerr Controller & CFO Services (2018-2023)**

Owner

**American Pipeline & Construction (2018-2020)**

Controller

**Sparkle Sign Company (2016-2019)**

CFO

**O'Brien Wire Products of Texas (2014-2016)**

Controller

**Robert Half Management Services (2012-2014)**

Consultant

**Safety Vision (2003-2007)**

Controller

**Spas Inside & Out (1999-2003)**

Owner

**America's Service Station (1992-1999)**

CFO

## Core Competencies

Financial Reporting

Human Resources

Information Technology

Real Estate

Multi-Location Retail

Strategic Planning

Operations

Manufacturing

Acquisitions

Sales

Marketing

## Executive Profile

Mark Kerr is a Partner on the South Texas team of SeatonHill. Mr. Kerr is a seasoned Financial Executive with over four decades of experience. Starting his career with a Big 4 Accounting firm, Mark has broad expertise in financial reporting, accounting, acquisitions, operations, strategic planning, and human resources. Having served as CFO for multiple organizations, Mark has led strategic finance initiatives, both domestic and international, that streamline operations and enhance growth. He is a well-versed and dynamic leader, with success across a broad range of sectors, including manufacturing, real estate, multi-location retail, and financial services.

## Education & Certifications

**Bachelor of Science in Accounting & Business Law**

Arizona State University, W.P. Carey School of Business

**Certified Public Accountant (CPA)**

State of Texas

# SEATONHILL™

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**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.**

**Mark Kerr**  
Partner



## Key Experience

**Commercial Real Estate Debt and Equity Fund Company:**

As CFO / Controller, Mark reworked all Fund accounting systems, procedures, and processes, including a new entity set up. He also hired staff and procured an offshore accounting group.

**Pipeline Construction & Oil Field Services Company:**

As Controller, Mark streamlined Customer billing systems and reduced the collection cycle by 45 days. He also reworked key accounting areas, including, GL, AR & AP Systems.

**Signage Company:** As Chief Financial Officer & Controller, Mark restructured key areas of the organization, including, accounting, financial reporting, bank debt, administrative, HR, risk management, processes & procedures. He also strategically implemented ERP Enterprise Level Manufacturing system.

**Commercial Welded Wire Manufacturer:** As Controller, Mark completely overhauled accounting, financial reporting, budgeting, bank debt, administrative, logistics, human resources, IT, risk management, production reporting systems, and processes & procedures. He implemented ERP Enterprise Level Manufacturing system from a start-up perspective. Most notably, Mark successfully refinanced real estate and working capital lines of credit adding 35% to available funds and the completed first company audit in 40 years.

**Contract Manufacturer/Distributor of Mobile Video Recording**

**Systems:** As Controller for this international company, Mark streamlined Financial Reporting for both internal and bank reporting, reducing production time by 60%. He developed Complete Corporate Financial Model for budgeting and bank debt compliance. Mark also developed & executed a plan to take the department 90% paperless in Reporting, AP, AR & Payroll systems.

**Telecommunication and Financial Services Firm:** As CFO & Business Development Director, Mark hired & trained corporate financial staff, including a Controller, to merge two entities. He was also the Top Company Sales Representative each year and the sales leader in the Automotive & Medical industries. Mark provided training for partners in Dallas, Boston, Kansas City, St. Louis & Atlanta in an initial sales presentation, transaction processing, utilizing CRM software through closing, and transaction funding.

**Automotive Services Company:** As Chief Financial Officer & Controller, Mark was responsible for company-owned stores & franchise company financial reporting, budgeting, financing, accounting, new store site selection & acquisition, company-owned real estate, management information systems, administration, HR, and risk management functions. He directed the financing of Private Equity and Subordinated Debt for a management-led buyout of the company and financing of company-owned real estate.

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