

Jack Riccardi Partner



Select Executive Experience

Gateway Biotechnology (2023-2024)

Chief Financial Officer

CFO Focused Advisors (2018-2023)

Founder and Consultant

Ocean Optics, Inc., a Halma Company (2016-2018)

Chief Financial Officer and Member of the Board

Omni Bio Pharmaceutical, Inc. (OTC: OMB) (2014-2016)

Chief Financial Officer and Executive Director

Green Street Advisors, LLC (2012-2014)

Chief Financial Officer and Partner

Adial Pharmaceuticals, LLC (NASDAQ: ADIL) (2010-2011)

Co-Founder, Chief Financial Officer and Member of the Board

Adial Pharmaceuticals Inc. (2009-2010)

Chief Financial Officer and Member of the Board

Hemosonics, LLC (2008-2009)

Chief Financial Officer

Duke University & London School of Economics (2002-2008)

Lecturer

Duchossois Industries, Inc. (2000-2002)

Vice President, Finance

General Motors, Inc. (1992-2000)

Director, Decision Support Group (Detroit 1997-2000)

Director, Strategic Planning (Zürich, Switzerland, 1996-1997)

Regional Treasurer (China, Beijing PRC, 1994-1996)

Treasury Manager (Singapore, 1994)

Sr. Analyst, Corporate Development (New York, NY 1992-1994)

Core Competencies

Strategic Planning

SEC Reporting and Compliance

Mergers & Acquisitions

Equity/Debt Financings

Decision-Making Tools

Treasury Operations

Financial Planning and Analysis

Risk Management/Internal Controls

Budgeting/Forecasting

Executive Profile

Jack is a partner on the Northeast team of Seaton Hill. Mr. Riccardi is a results-oriented, strategic Chief Financial Officer with over 30 years of progressive leadership roles in strategic planning, treasury, corporate finance, and financial accounting functions within private and public start-ups and medium-sized and multinational organizations. He is a creative and analytical thinker with a demonstrated ability to drive growth, increase efficiencies, and manage risk through process improvements and best practices. Jack has a comprehensive knowledge of all aspects of financial management and accounting functions, with an understanding of GAAP, SEC reporting, regulatory compliance, and internal controls. Experienced in mergers & acquisitions transactions, equity raising, and debt arrangements. He is a valued advisor to the CEO and Board, with the ability to analyze, synthesize, and report KPIs contributing to strategic decision-making.

Industry Experience

Biotechnology

Biopharmaceutical

Medical Device

Manufacturing

Automotive

Private Equity

Consulting

Education & Certifications

Master of Business Administration in Finance

University of Pennsylvania Wharton School

Master of Science in Decision Sciences

London School of Economics and Political Science

Master of Science in Accounting

University of Illinois

Bachelor of Science in Accounting

Pennsylvania State University

SEATONHILL™

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For more information contact:

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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.

Jack Riccardi
Partner



Key Experience

Biotechnology Company: Jack served as Chief Financial Officer for this early-stage biotech company that is developing solutions to treat debilitating hearing disorders, including tinnitus and Meniere's disease. He led driving the financial reporting function, cash flow strategies, and cost budgeting. With other fellow leadership, Jack built the company's long-term strategic business plan and identified the company's funding needs through to commercialization. He renegotiated vendor payment terms to reduce expenditures, constructed an internal valuation model, and participated in fund-raising activities.

PE-Backed Global Manufacturing Company: As Chief Financial Officer and Member of the Board, Jack directed all financial and information technology functions supporting the growth of this equity-fund-backed company. He implemented new IFRS revenue recognition rules and enhanced cost controls, capital planning analyses, and FP&A and business development functions. Jack created and implemented a company-wide incentive plan. He restructured the IT group to support a strategic plan seeking to double sales over the next three years. Jack strengthened and led business development efforts to accelerate worldwide growth objectives. As a result of market growth and incentive initiatives, sales orders (which had declined in previous years) increased 18% year-over-year.

Public Biopharmaceutical Company: As Chief Financial Officer/ Executive Director, Jack directed SEC, GAAP, SOX, and stock compensation reporting and oversaw budgeting, planning, and investor relations activities for this public biotech company. He also led the restructuring of the company's balance sheet and fundraising. Jack implemented company-wide improvements and best practices, including spearheading renegotiation and extinguishment of \$2.6 million in long-term debt, cutting operating costs by approximately 28%, initiating cash management reporting, upgrading the company's financing strategy, expanding internal control policies and procedures and advancing the development of a four-year strategic plan.

Pharmaceutical Company: As Co-Founder, Chief Financial Officer, and Member of the Board, Jack oversaw the commercialization effort for late-stage pharmacotherapy for the treatment of Alcohol Abuse Disorders (responsible for drug market studies and advanced valuation analyses). He created a comprehensive new market analysis for advanced valuation. Jack renegotiated the technology licensing agreement, saving the company up to \$54 million in future payments. He structured and negotiated numerous equity financings totaling \$5.9 million. Jack also established financial accounting, budgeting and reporting systems, risk management policies, and internal controls while supervising all human resource functions, including planning and benefits.

Start-Up Medical Device Company: As Chief Financial Officer, Jack helped lead fundraising efforts for this start-up medical device company. He managed all financial functions, including taxes and internal controls. Jack was also a member of the company's strategic advisory committee and assisted in all management presentations. He raised approximately \$2 million from angel and government funding sources.

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