

David Schoenberger

Partner



Select Executive Experience

Genesys USA, LLC (2023-2024)
Chief Financial Officer

Y-COM (2022-2023)
Chief Financial Officer

BTS Towers (2018-2022)
Chief Financial Officer

DNS Consultants, LLC (2017-2018)
Managing Partner

Celistics Corporation (2016-2017)
Chief Financial Officer

Torres Unidas Management Corporation (2013-2016)
Chief Financial Officer

Ingram Micro Corporation
Executive Managing Director Ingram Micro Mexico (2011-2013)
Chief Financial Officer Latin America Region (2003-2011)

Verizon Communications Corporation
Group Chief Financial Officer Verizon Information Services (2000-2003)
Chief Financial Officer CANTV (Verizon Venezuela) (1997-2000)

Core Competencies

Drive Profitable Growth
Cash Flow & Working Capital Improvement
KPIs & Process Efficiency
Cost Optimization
Business Restructuring and Turnaround
Implement Processes for Scalable Growth
Strategic Planning
FP&A/Accounting/Treasury
Debt Financing
M&A
Post-Merger Integration
Build High-Performance Teams
Change Management
General Management - Full P&L Experience
Multicountry & Multicurrency Expertise
Extensive Latin American/European Business Experience
Spanish (bilingual)
Portuguese (professionally functional)
Italian (conversational)
ERP Implementations

Executive Profile

David is a Partner on the Southeast team of SeatonHill. Mr. Schoenberger is a global finance leader with expertise in transforming PE-backed, publicly traded, and privately owned companies in the US, Latin America, and Europe. He is skilled in scaling operations, optimizing cash flow, and building high-performance teams. As CFO he has delivered \$20M in cost savings, raised \$56M in financing, and managed \$80M in debt. He has driven growth through proactive collaboration with management teams, implementing KPIs, and streamlining processes. David's focus on pragmatic business solutions was further strengthened when he served as Executive Managing Director with full P&L responsibility for Ingram Micro's \$950M standalone subsidiary in Mexico.

Industry Experience

- Telecom/Broadband Infrastructure Construction & Leasing
- Telecom Operations
- Distribution- B2B & Retail
- Logistics
- Supply Chain
- E-commerce
- Direct Advertising
- International Business
- Industrial Printing and Publishing

Education & Certifications

Master of Business Administration in Finance,
Loyola University, New Orleans

Bachelor of Arts in Spanish and Latin American Literature,
Tulane University, New Orleans

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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.

David Schoenberger
Partner



Key Experience

Ingram Micro: Fortune 100 Global Leader in Technology Distribution & Logistics: During his 10 years with Ingram Micro David developed thorough understanding and pragmatic business acumen in all aspects of distribution, logistics, and reverse logistics for technology hardware, software, and cellphones. David first served 8 years as the CFO for the \$2B Latin America Region where he focused on profitability, working capital minimization, and M&A initiatives. In this role he teamed with his colleagues to implement Apple's reverse logistics program for the region. David had a key leadership role in the restructuring/turnaround of the Brazilian and Mexican business units including the implementation of improved processes and controls for the company's substantial retail business. During his last 2 years, he was the Executive Managing Director of Ingram Micro Mexico, with full P&L responsibility for a \$950M standalone subsidiary with 530 employees and 8 regional sales/distribution centers. In this role, he increased revenues by focusing on the development of under-utilized regional business units and launched advanced solutions and digital signage business lines.

Celistics: Multinational Cellphone Distribution, Logistics, and E-payments: David served as CFO for this privately held \$800M group dedicated to Asia-Latam logistics, in-country distribution, and e-payments throughout Latin America. As the exclusive Latin American cellphone distributor for Telefonica (a major telco in the region), the Celistics team implemented the telco's cellphone trade-in, refurbishment, and resale program including all phases from retail point of sale to refurbishment, resale or recycling. He directed financial strategy and operations, including cash management, where he improved cash flow by renegotiating and optimizing vendor, customer, and bank relationships. He led a \$20M cost reduction program, securing financial stability amid a restructuring of the company. David developed profit and cost centers and established the company's budget process.

Genesys USA: David served as CFO, reporting directly to the CEO, for this privately held start-up company with \$64M annual revenue, providing fiber optic construction and fulfillment services for telecom & broadband providers. He established a strong finance organization and led financial management and governance for 2 business units, headquarters, and three holding companies, including a first-year audit. He financed Capex requirements with a \$5M leasing program and directed negotiations for an asset-backed credit line with major banks. David also optimized cash flow through effective revenue assurance and working capital improvement. He streamlined financial processes through standardization and a QuickBooks Online conversion to support scalable growth.

Y-COM: David was the CFO for this \$300M provider of end-to-end engineering, construction, repair, and maintenance for telecom, broadband, power, and water utility customers throughout the U.S. He oversaw financial services for five business units and corporate headquarters, supporting 460 employees across the country. David directed the restructuring and integration of finance functions for all business units including a major acquisition. He directed the preparation of the SAGE Intacct implementation plan to drive scalability and data-driven growth. David improved billing accuracy/timeliness and financial reporting by improving the data flow from field operations to finance. He directed banking relationships to successfully manage \$80M debt, ensuring compliance with banking covenants.

BTS Towers: David served as CFO for this PE portfolio company with ~\$10M in annual revenue, that constructed and leased telecom towers across multiple Latin American markets. He led finance operations and corporate governance for 4 business units, corporate headquarters in the U.S., and 3 European holding companies, ensuring strong financial management and business support. He strengthened subcontractor and production process management, improving control and cash flow. David led the NetSuite rollout to Latin American subsidiaries, including integrated tax compliance functionalities. He spearheaded strategic initiatives, including a \$26M credit line with the U.S. International Development Finance Corporation (DFC). David directed the finance team's role in the company's sale (exit) to a new PE investor.

DNS Consultants: David founded a consulting firm that improved efficiency and controls for a PE-owned telecom infrastructure company with 3 Latin American subsidiaries. He conducted a wall-to-wall assessment of the finance organization, staffing, and processes, delivering an actionable plan to improve reporting quality, timeliness, and team efficiency. An additional project established scalable approval procedures for outside contractor construction budgets and delivered country-specific approval matrices by capex category (i.e. towers, small cells, land).

Torres Unidas: David served as CFO for this PE portfolio ~\$30M telecom infrastructure start-up focused on tower construction, acquisition, and leasing across multiple Latin American countries. He led finance, IT, and governance functions in the U.S. and Latin America. David established a scalable financial organization and processes, implemented IFRS accounting standards, and partnered in KPI development to support rapid expansion and effective project tracking. He was the key leader for \$30M multi-currency financing to support strategic growth initiatives. David strengthened capex evaluation/control processes, enhanced tax compliance and internal controls, and directed the first-year audit process.

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