

HENRY HIGGINS

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Business savvy and performance-focused **CFO** who leverages 12 years' expertise in corporate development, financial planning and analysis, and M&A advisory to advance and support company growth objectives.

Demonstrated Areas of Strength include:

FP&A | Corporate Development | Short- & Long-Term Growth | Venture Capital Planning | Business Analysis | Investor Relations | Investment Banking | M&A Advisory | Financial Reporting & Valuation Modeling |

PROFESSIONAL EXPERIENCE

GAGE CAPITAL PARTNERS, Baltimore, MD

2016–Present

(A \$200M private equity firm that invests in venture-backed companies)

Principal/ Chief Financial Officer

Promoted to CFO role in 2017. Oversee Financial Operations including cover budgets, audits, lenders, financial reporting, taxes, and regulatory compliance. Manage Investment Due Diligence Process including investment return analysis, memorandum preparation, and investment reporting.

ADDED VALUE

- Strengthened company's competitive edge and decision-making process.
 - ✓ Revamped quarterly reporting tool to provide additional information and performance data (KPIs) to internal and external stakeholders.
 - ✓ Decreased report timelines from average of 30 days to 10 days.
- Successfully contributed to team efforts that raised and grew capital investments from \$90M to \$120M. Invested \$84M of raised capital into high-growth technology companies.
- Led recruiting efforts to build a business-oriented finance team. Mentored and developed two new hires for Associate and Analyst positions. In 12 months, Associate promoted for outstanding performance.

CVS HEALTH CORPORATION, Baltimore, MD

2012–2016

(An American healthcare company that owns a retail pharmacy chain, a pharmacy benefits manager and a health insurance provider. It ranks 8th on the Fortune 500 list with \$194.58 billion in annual revenue.)

Director of Corporate Development

Reporting directly to V.P. of Development, served integral role in Company's acquisition and disposition of pharmacies as well as new business development opportunities.

ADDED VALUE

- Generated corporate development opportunities by identifying and evaluating potential acquisitions for executive team to consider.
 - ✓ Synthesized key findings and presented strategic recommendations for facility acquisitions to CEO; 75% of facilities eventually acquired.
- Completed acquisitions and divestitures valued at \$350M.
 - ✓ Invested \$240M acquisition in No Name Inc. U.S. operations, boosting Company's competitive edge in highly profitable New England market.
 - ✓ Singlehandedly identified buyer, negotiated pricing, and exercised due diligence in sale of \$25M facility. Closed sale price 50% higher than original valuation.

GLOBAL SOLUTIONS, Silver Spring, MD

2008–2012

(A global accounting and administration company with revenues in excess of \$110M and 800+ employees)

Director of Finance | Sr. Financial Analyst

ADDED VALUE

Initially recruited by Head of Corporate Strategy to fill position as Sr. Financial Analyst; within two years promoted to Director of Finance. Responsible for setting up first-ever FP&A functions that included financial modeling, KPIs, forecasting, budgets, capital budgeting, and reports for Board of Directors. Reported directly to CFO and supervised a Financial Analyst.

- Partnered with four business units, in and outside of the U.S., to drive visibility and provide recommendations for operational and financial improvements.
 - ✓ Improved gross margins more than 10% over four years by consolidating redundant positions and re-prioritizing the management of key customer accounts, using financial value as a benchmark.
- Actively contributed to design and content of ERP system's architecture.
 - ✓ Personally generated list of reporting requirements needed for new system, increasing real-time information and end-user accessibility.
- Collaborated and assisted CEO and Head of Corporate Strategy with sale of ABC Partners in 2012.
 - ✓ Employed due diligence during sale of company for \$100M to XYZ Company.

EDUCATION & AFFILIATIONS

Education: Bachelor of Science in Finance, University of Maryland – Robert H. Smith School of Business, College Park, MD, 2008

Technology: Microsoft Office (Excel, Word, PowerPoint, Outlook); Salesforce; G Suite, Sage Intacct (accounting software ERP system); and SAP Business Objects (financial reporting)

Additional Workshops/Seminars: *Wall Street Prep, Investment Banking & Financial Modeling*

Affiliation(s): Private Equity CFO Association (2017–Present)