

STEVEN H. SMITH

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SUMMARY OF QUALIFICATIONS

A senior executive experienced in finance, business leadership, and acquisitions. Performed as Worldwide Director and Consultant to functional and international country businesses for corporate growth through M&A. Businesses acquired were profitable and ranged from \$5M to \$400M in revenue. Performed as member of senior management team and CFO for market-facing and product creation business units. Educated at Harvard College, Boston University, and Dartmouth College with specialty in finance, international business, and global execution.

PROVEN ABILITIES AND RESULTS

Corporate Strategies and Practical Implementation

- Consulted on strategies for growth, and completed >10 acquisitions, two joint ventures, and four minority equity investments.
- Consulted on non-core businesses and completed divestments up to 150M in size.
- Developed Internet service strategy and implemented worldwide investment.
- Led the transition of 200 person finance function in a 10 country Asian region to new organization, moving from Hong Kong to Singapore.
- Performed industry leading benchmarking studies for improved functional cost performance, leading to \$100M savings.

Negotiating, Interfacing, Problem Solving

- Negotiated bank financings, acquisitions, joint ventures, and minority equity investments with alliances.
- Managed hierarchy of approvals for business teams to achieve corporate support and approval.
- Assumed leadership of failing Internet service delivery strategy, implemented successful design.

Profitability and Cost Savings

- Implemented restructuring of business and functional units, yielding >\$1B cost savings.
- Executed investments and divestments for improved profit performance.
- As CFO and member of senior management team, led planning and budgeting for a \$2B product business group and a \$1B market facing business group.
- Planned integration of acquired technology businesses with solid profit goals.
- Developed plan and executed productivity for >\$1B cost savings in overhead functions.

Business Funding and Financial Risk Management

- Negotiated bank financing for international growth in multinational environments.
- Developed and led \$500M foreign currency risk protection program.
- Designed and implemented new country startups in Brazil and Mexico.
- Managed cash in cash short multinational.

Audit, Internal Controls, Customer Credit

- Planned and led the creation of successful corporate internal audit function for a \$2B multinational technology company.
- Directed accounting and internal control of \$2B business with 10 plants, 5000 employees.
- Managed customer credit and collections for \$1B high risk technology business segment.

EXPERIENCE

HEWLETT PACKARD COMPANY 2002 – 2005
Business Unit Director for M&A

COMPAQ COMPUTER CORP. 1998 – 2002
Division Development Director, Global Services

DIGITAL EQUIPMENT CORP. 1979 – 1998
Project Manager for Major Computer Service Divestments (1995-1998)
Group Controller, Central Functional Division (1991-1995)
CFO, Storage Systems Group (1984-1991)
CFO, Commercial Group (1979-1984)

ADDITIONAL EXPERIENCE Prior to 1979

DEC, UNITED BRANDS, TYCO LABS, and CHEMICAL BANK

EDUCATION & TRAINING

MBA, International Business
BOSTON UNIVERSITY

AB, Economics
HARVARD COLLEGE

Executive Development Program
DARTMOUTH COLLEGE

Continuous training investment throughout career