

GARTH MONROE

SUMMARY

Results-driven, experienced executive, leading cross-functional teams in rapid-paced environment.

KEY SKILLS

- Private capital markets and financing
 - Financial planning and analysis
 - Treasury and cash management
 - Tax and multi-national accounting
 - Operations and supply chain
 - Legal management and contract negotiation
 - IT management and ERP implementation
 - HR management and team building
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EXPERIENCE

- 2020-Present** **University of Connecticut, Instructor in-Residence** **Storrs CT**
Full-time instructor, teach accounting to undergraduate, Masters, and MBA students.
 - Fall 2020: Cost Accounting (undergraduate & MBA)
 - Spring 2021: Cost Accounting (MBA) | Thesis Advisor (undergraduate)
- 2019-2020** **Sabbatical**
Three, six-month projects to assess how I may better serve others in the second-half of life.
- 2014-2019** **Capital Royalty Group** **Houston TX**
Private equity firm, \$4-billion assets under management; innovative financing solutions for early-stage, biotech companies; yielding competitive, risk-adjusted investor returns.
Chief Financial Officer
Led five employees and coordinated professional service firms across finance, tax, legal, treasury, reporting, valuation, HR, and IT requirements to all internal and external parties.
- 2011-2013** **BioNano Genomics** **San Diego CA**
Venture-capital financed, 50-person life science company; design and manufacture platform to research DNA structural variation, bridging gap between genomics & disease.
Vice President & CFO
Led seven employees in finance, supply chain, legal, HR, IT, and real estate.
 - Implemented finance, purchasing, HR, operations processes for commercial launch.
 - Relocated office from Philadelphia; expanded facilities from 7,000 to 17,000 sf.
 - Closed \$25M equity and debt financing to fund 2012-2014 operations.
 - Completed legal and banking infrastructure to expand into Asia-Pacific and Europe.
- 2007-2011** **Epocal** **Ottawa Canada**
Multi-national, venture-capital financed, 140-person biotech company; 4-year annualized revenue growth \$0-\$12M; design and manufacture point-of-care, diagnostic device.
Senior Vice President & CFO
Led 12 employees in finance, operations, supply chain, legal, HR, IT, and real estate. Negotiated \$255M company sale to Alere (NYSE: ALR) in three-year phased acquisition.
 - Closed \$6M convertible debt and \$18M balloon loan to fund operations.
 - Led cross-functional team for international, enterprise-wide product launch.
 - Led production forecasting and capacity planning; 25% shipping cost reduction.
 - Managed salary and benefits administration for US & Canada-based employees.
 - Managed third-party service provider for day-to-day operations, 24/7 systems monitoring, hardware expansion, technology refresh, and off-site data recovery.
 - Arranged quarterly board meetings and agendas; prepared resolutions, sub-committee charters, minutes, and monthly flash report; ESOP administrator.

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EXPERIENCE (page 2)

- 2005-2007** **JetBlue Airways** **Austin TX**
General Manager – *Austin-Bergstrom International Airport*
Led 12 employees in daily operation of airport activities.
- Responsible for customer service, operations, scheduling, \$2M operating budget.
 - Responsible for 120 monthly departures, and exceeding operating metrics.
- Manager – *Supply Chain*** **Forest Hills NY**
Led 20 employees in sourcing, purchasing, station openings, and logistics.
- Reduced operating costs by \$40M, leading cross-functional team.
 - Designed and executed \$70M, three-year hotel procurement outsourcing strategy.
- Manager – *Operations Finance***
Led three employees in Technical Operations, capital, and reporting.
- Created valuation model, teamed with bankers on potential \$300M transaction.
 - Approval authority for budgeted capital projects up to \$100K.
- Senior Financial Analyst – *Technical Operations***
Analyzed and implemented business decisions for \$167M, 900-person department.
- Negotiated eight, ten-year heavy maintenance contracts exceeding \$1B.
 - Developed Monte Carlo models to reduce engine overhaul expense by \$6M.
- 2000-2003** **United Technologies, Pratt & Whitney** **Middletown CT**
Financial Analyst – *Commercial Jet Engines Business Unit*
Responsible for financial performance of \$25M, 125-person manufacturing organization, ensuring on-time, on-cost delivery of 275 engines annually using integrated MRP system.
- Forecasted, budgeted, and consolidated detailed financial plans using Hyperion.
 - Reduced inventory levels from \$125M to \$60M by reducing system lead-times.
- Financial Associate – *Financial Leadership Program***
Developed an understanding of company's structure and function within the aerospace industry through two-year rotational program and regular contact with senior leadership.
- Experienced in program management, financial planning, operations, accounting.
 - Programmed database for \$5B, 10-year Joint Strike Fighter Program.
- 1993-1997** **United States Marine Corps** **Okinawa Japan**
Sergeant – *III Marine Expeditionary Force*
Trained, evaluated, and supervised 40-member platoon, ensuring compliance with established standards; administered disciplinary action and resolved grievances.
- Promoted four times, advancing to increased positions of responsibility.
 - Awarded two Navy Achievement Medals for outstanding leadership.

SYSTEMS

QuickBooks, Infor VISUAL, SAP, Hyperion, Budget Maestro, Analytics Maestro, AvaTax, Solium CapMX, Concur, ExpenseWatch, Sage Fixed Assets, Excel (VBA), Access (VBA)

EDUCATION

University of Virginia, Darden School of Business **Charlottesville VA**
Master of Business Administration

University of Connecticut **Storrs CT**
Bachelor of Science in Business Administration, Summa cum Laude