

Joseph M. Fuller

Aurora, IL 60502

PROFILE

Financial and Operations Executive who excels at creating a strategic vision and corporate infrastructure to enhance productivity and financial outcomes. Led business operations in turnarounds, mergers and acquisitions. Developed strategies that turned around difficult situations and grew profits, market share and revenues. Consistently proven able to hit the ground running, inspiring others and producing exceptional results.

Process Improvements
Strategic Planning
Treasury
Banking Relationships

Financial Management & Controls
Leadership & Team Development
Reporting Systems
New Business Development

Business Operations
Infrastructure Development
Productivity Enhancements
Systems Integration

PROFESSIONAL EXPERIENCE

JOB SEARCH TELEVISION NETWORK, INC. (D/B/A DIGI-ME), Aurora, Illinois

2015 – Present

Leading recruitment technology provider

Chief Financial Officer, (2015 - Present)

Chief Operating Officer (2015 - Present)

Created and refined both processes and infrastructure for finance and accounting, development, operations, HR and IT areas. Responsibilities include development and delivery of products, delivery of all financial results including budgeting, forecasting and pipeline reporting, tax and audit compliance, delivery of contracts including all pricing and legal negotiations, and all human resources and IT functions.

- Created new video production process (patent application pending) to deliver video jobs ads for employers within one hour of an order.
- Developed pricing strategies for both direct and channel markets that immediately improved the close rates for sales.
- Led development of technology products including new reseller order fulfillment system and ongoing development of Content Management System, integration solution to work with Applicant Tracking Systems including API code.
- Created process, infrastructure and system for all finance, IT and HR areas including implementing cost savings initiative savings that reduced burn rates by over \$45k per month resulting in annual savings of over \$500k.

INFOGROUP, INC., Chicago, Illinois

2012 – 2015

Leading marketing services provider

Senior Vice President, (2012 - 2015)

Chief Financial Officer – YES Lifecycle Marketing (2014 - 2015)

Chief Financial Officer – Yesmail Interactive (2012 - 2014)

Chief Financial Officer – InfoGroup Targeting Solutions, (2012 – 2014)

Responsible for new strategic organization including all financial and legal negotiations, costs controls, pricing, financial reporting, budgeting, forecasting and cost analysis.

- Created costs controls around personnel and technology investment to provide more ROI for increasing revenue streams. 80% of the revenue growth was passed through to the bottom line, an improvement of over 30%.

- Implemented client profitability reporting to provide managers with better tools that drove better profitability at the client level leading to increases of over 10% to profit margins.
- Revamped financial reporting packages to provide better insight for the CEO and Private Equity owners into the key drivers of the business which helped drive strategy that turned the business around.
- Implemented new systems and infrastructure to capture more vital business information and report key performance indicators to the executive team that allowed for more effective management and improved results as outlined above.

ALTERIAN INC. AND ALTERIAN plc (LSE: ALN), Chicago, Illinois**2001 – 2011**

Provides innovative solutions for social, digital, and traditional marketing channels.

Global Chief Operating Officer, (2008 – 2011)

Board Member/Asst. Secretary, (2001 - 2011) / **General Manager of the Americas**, (2003 – 2009)

Chief Financial Officer - US, (2001 – 2009), / **Vice President, Business Operations**, (2001 – 2008)

Created the strategic vision and developed the corporate infrastructure for company operations worldwide in the professional services, managed services, data center, support and business operations. Delivered programs & services to strategic partner base channel and negotiated pricing and legal issues.

- Led, managed and achieved North American profitability targets. Managed delivery capabilities for distribution partner channels and attained on average revenue growth rates of 46% over 10 years.
- Revamped the professional services, managed services and support areas. Developed remote services, on-line training, “follow the sun” support and fully integrated systems for tracking tickets, projects and the services pipelines for a team of 100 professionals
- Led, with rest of M&A team, the acquisition of 4 companies in 4 years. Led the due diligence, integration and legal issues.
- Developed, managed and migrated data centers in the Americas, Europe and Asia Pacific
- Led the organization’s globalization with its parent and sister corporation that resulted in savings of 40% over the previous year while still supporting a global increase in revenue of 35%.
- Created the corporate infrastructure for the North American company’s finance, human resource, internal systems and administration. Created reporting systems that provided the management team the tools to successfully launch in the North American marketplace.
- Developed the strategic vision that launched Alterian products into North American markets.

OPEN PORT TECHNOLOGY, INC., Chicago, Illinois**1996 – 2000**

Leading IP Telephony software provider.

Vice President of Finance and Administration, (1999 – 2000), **Chief Financial Officer**, (1999 – 2000)

Director of Finance/Controller (1996 – 1999)

Raised and invested capital. Managed the accounting, treasury, internal systems and human resources. Developed the company’s corporate infrastructure

- Selected investment banking team to lead the company in an initial public offering. Created and presented the company’s financial & business plans and led filing of S-1 Registration statement.
- Created and presented road show presentations that raised \$55MM+ in capital from the venture capital community and in a private placement.
- Created the corporate infrastructure for finance and administration. Implemented accounting and financial systems and an operating metrics reporting system that increased productivity.
- Developed a global financial and legal infrastructure for subsidiaries in France, Belgium, the Netherlands and Hong Kong.
- Developed plan that grew 2 new global product lines and resulted in over 100% sales growth.

- Created and implemented a product development process that led to on-time delivery of software products and a clear vision of the product roadmap.

CROWN MORTGAGE COMPANY, Oak Lawn, Illinois

1994 – 1995

Vice President of Operations

Managed underwriting, appraisal, loan analysis, closing, central processing and customer marketing areas. Streamlined & rebuilt mortgage operations. Reduced costs 33% and increased productivity 12.5%. Created new loan programs that increased customer satisfaction 80% and additional revenue opportunities.

EAGER ENTERPRISES/INFORMATION KINETICS, INC.,

1990 – 1994

Information services investment and Management Company. Information Kinetics developed distributed and delivered shared & proprietary resume databases to US and Canadian corporate and government clients.

Controller, Treasurer and Operations Manager (1993 - 1994) / ***Controller and Treasurer*** (1990 – 1993)

Managed investor reporting, financial statements, forecasting, budgeting and the corporate portfolio.

- Created and managed the company's new product operations Division and hired 70 employees.
- Raised \$12.5 MM in capital from the venture capital community
- Led due diligence efforts that led to the acquisition and sale of 3 information services companies
- Created and implemented the financial controls and infrastructure for the Company and its subsidiaries. Reduced costs on average of 25% annually.

CCC INFORMATION SERVICES, INC., Chicago, Illinois

1988 – 1990

Provides proprietary databases with auto insurance data for US and Canadian insurance companies

Assistant Controller (1989 – 1990), ***Financial Analyst*** (1988 – 1989), ***G/L Accountant*** (1988 – 1988)

Developed business plans that led to the successful launch of a new product line. Closed monthly financial statements, created corporate budgets and was liaison to vendors and banks. Led capital analysis reducing expenditure costs 50%. Created monthly reporting structure that decreased time for investor reporting by 70%

INTERNAL REVENUE SERVICE, Chicago, Illinois

1985 – 1988

Internal Auditor: Performed audits that led to \$1MM+ in savings for the U.S. taxpayers.

EDUCATION

DEPAUL UNIVERSITY, Chicago, Illinois

Master of Business Administration – Finance with distinction, 2001

UNIVERSITY OF ILLINOIS AT CHICAGO, Chicago, Illinois

Bachelor of Science, Accounting, 1987

PROFESSIONAL ORGANIZATIONS AND CERTIFICATIONS

Certified Public Accountant

Member: AICPA, ILCPA

Illinois Technology Association: Emeritus Board Member & Former Treasurer

Aurora Civic Center Authority and Paramount Theatre: Board of Directors

Former President, Saints Peter and Paul Athletic Association

Former Mentor, DePaul University School for New Learning