



KEITH HEFFRON

TECHCXO PARTNER
FINANCE & OPERATIONS



RELEVANT EXPERIENCE

Keith Heffron is an innovative financial leader, business owner and transformative CFO who scales emerging companies. His experience in all areas of business operations includes driving continued improvement in successful business units for startups and Fortune 100 companies.

Among his career highlights are the following:

Owner/Founder of Southern Property Restoration, where he created a successful property restoration company focusing on disaster clean up and reconstruction for insurance clients. He grew revenue to \$5M by year four through rigorous financial analysis and accountability, focus on company culture, and an efficient operating model.

He served as **Senior Director – Finance for Comcast**, providing finance oversight of a \$3.5B market. He was **Vice President Finance-CFO, West Division for Charter Communications**. He oversaw a \$1.4B division and 130 employees whose functions included Finance & Accounting, Capital Management, Warehousing & Supply Chain, Credit & Collections, Sarbanes -Oxley compliance & Internal Audit, Support Services including Real Estate, IT & IS.

Keith also served as **VP-Finance, CFO for both Adelphia and AT&T Broadband**.

Keith is also a volunteer with The Intersect Project, which mentors at-risk boys.

PERSONAL STATEMENT

I help build and refine leadership teams through a focus on team culture, leadership development, employee satisfaction, and process & system improvement — all of which results in operational excellence. As a strategic thinker, I have the ability to translate strategies into measurable performance improvement. Owners and executives hire me to:

- Translate strategy into specific Financial and Operational plans
- Manage the funding, scaling, acceleration, or sale of the company with a constant focus on maximizing enterprise value
- Establish metrics, processes, and a learning culture
- Identify obstacles to performance
- Work with all stakeholders to ensure alignment and buy-in.

PRACTICE FOCUS

TechCXO has assisted more than 750 technology companies to build value, enter new markets, increase sales and improve margins. Keith accelerates value in the following areas:

Finance

- Debt & Equity Financing
- Treasury & Cash Management
- Accounting Systems Integration
- M&A, Divestiture, Joint Ventures
- Turnaround & Restructurings
- Accounting, Internal Controls
- Board of Directors
- Financial Modeling / Strategic Planning
- Options, Compensation Plans

Operations

- Benchmarking
- Process Improvement
- Business Performance & Cash Flow
- Interim COO/Management

SECTOR EXPERIENCE

Commercial & Financial Services

- Accounting, Audit & Tax
- Construction & Engineering
- Private Equity
- Utilities

Information Services Communications & Software

- Big Data
- Business Productivity
- Financial Software
- SaaS
- Telecom & Wireless

EDUCATION

Edison State College, BA in Accounting
Colorado State University, MBA in Finance