



MICHAEL DAY

FRACTIONAL CFO - FINANCE & OPERATIONS
STRATEGIC FINANCE EXECUTIVE



RELEVANT EXPERIENCE

Michael's career combines hands-on CFO leadership with the financial, commercial, and operational experience to move between the general ledger, the boardroom, and the negotiating table. His leadership roles have included:

Fractional CFO - Growth-Stage & Middle-Market Companies Built and strengthened finance functions across technology, manufacturing, insurance, and other businesses. Improved financial reporting, forecasting, cash flow, margins, and controls; developed budgets and operating models; supported capital raises; implemented ERP systems; and prepared companies for transactions and exits.

Global VP, Strategic Investing & Procurement - Ensono Led global teams responsible for strategic financial frameworks, complex commercial engagements, and procurement. Helped secure approximately \$750 million in new business, identified approximately \$5 million in annual travel savings, and developed financing solutions that reduced client interest costs by roughly \$1 million annually.

NA Geo Head, Strategic Deal Structuring - Dell Technologies Led financial and commercial strategy for complex global engagements, helping close approximately \$2.3 billion in total contract value. During an earlier tenure at Dell, worked on approximately \$5.4 billion in strategic pursuits and mega-deals ranging from \$200 million to \$2 billion.

Director, Sales Finance - Atos Led strategy, pricing, financial modeling, risk assessment, and negotiations for large global transactions, helping close nearly \$1.76 billion in total contract value.

Additional Experience

Held CFO, controller, finance, sales, and account leadership roles with MKE Global, OnProcess Technology, JK Technosoft, Getronics, Celestica, The Brown Schools, and other organizations.

PERSONAL STATEMENT

I've spent more than 30 years at the intersection of finance, strategy, operations, technology, and complex dealmaking, helping leadership teams turn financial insight into real-world business decisions.

My work ranges from building and strengthening finance organizations to improving cash flow and profitability, raising capital, supporting boards and investors, and preparing companies for transactions and exits. Across leadership roles with Dell Technologies, Atos, Ensono, and other organizations, I've also helped structure, price, negotiate, and close more than \$10 billion in total contract value.

As a fractional CFO, I work alongside founders, CEOs, boards, investors, and management teams when businesses have outgrown their financial infrastructure or need experienced leadership to navigate what comes next.

PRACTICE FOCUS

Finance & Accounting

- Financial Strategy & Modeling
- Forecasting & Financial Planning
- Debt & Equity Financing
- Investor & Transaction Services
- Board & Investor Support
- Cash & Working Capital Mgt
- Financial Reporting & Controls
- Finance Function Development

Operations & Transactions

- Business Performance & Profitability
- Benchmarking & KPIs
- ERP & Financial Systems
- Process Improvement
- Procurement & Vendor Strategy
- M&A & Due Diligence Support
- Transaction & Exit Readiness

SECTOR EXPERIENCE

Technology & Software

- IT Services & Outsourcing
- Application Software
- Business & Productivity Software
- Cloud & Digital Services

Manufacturing & Industrials

- Manufacturing
- Industrial Products & Services
- Commercial Products
- Construction & Engineering

Financial Services

- Private Equity
- Capital Markets & Institutions
- Commercial Banking
- Insurance

EDUCATION

University of Massachusetts Lowell

MBA, Accounting and Finance, in progress

University of Texas at San Antonio

Bachelor of Arts, Accounting

Columbia Business School

Executive Education, AI for Finance & Business

Additional Certifications

Generative AI for Business Leaders; Scaling Generative AI; Building a Generative AI Tech Strategy; ITIL v3 Foundation