

Value Proposition

Darren is a decisive executive, skilled at hedging risk, dispersing exposure, and identifying major gaps in profitability forecasts and business processes. With expertise at capitalizing on opportunities to improve profitability, he leads cross-functional teams to ensure achievement of key objectives. He's adept at supporting the full cycle of work involved in mergers and acquisitions. A team builder and decision maker who excels at managing multiple activities, Darren has worked in a variety of industries, both public and private, with demonstrated success at the Chief Financial Officer and Director levels. He's well established at creating valuable networks and engaging interpersonal skills to build and maintain partnerships.

Selected Achievements

- Improved strategic planning and accountability for businesses ranging in size of \$10 million to \$100 million. Uncovered performance issues within the major business to restore margin to budgeted performance. Architected a suite of reports with year-to-date and monthly, bottom up forecast and financial data at granular level, originated from business leaders.
- Spearheaded a \$30 million capital restructuring package successfully moving away from special loans to traditional financing, saving the company \$380,000 annually in debt service.
- Led M&A due diligence initiatives to identify and mitigate financial exposure from acquisitions prior to closing for acquisitions and joint ventures; one successful acquisition led to an increase in overall top line revenue of 19%.
- Designed and executed benefit and pension plans to significantly improve the overall wellness of the employees; these incentives greatly contributed to reducing employee turnover by 26%.
- Led the management buyout (MBO) process to transition an organization from a shareholder base to a highly successful private entity.
- Implemented a robust contracts and financial reporting system (ERP) to ensure the contract billing and collection schedule was adhered to, providing steady cash flow to support operational requirements.
- Financial lead for the execution of the sale of a privately held company for a high multiple of EBITDA.

Experience

- Osborne Interim Management: Senior Advisor (2023 – Present)
- The T.E.D. Group: Chief Financial Officer (2019 – 2022)
- WiBand Communications Corp.: Vice President of Finance (2011 – 2019)
- WiBand Communications Corp.: Director of Finance & Administration (2009 – 2011)
- Lifetouch Canada Inc.: Canadian Finance Manager (2008 – 2009)
- Maple Leaf Foods Inc.: Finance Manager (2003 – 2008)
- New Flyer Industries Inc.: Cost Accountant (2001 – 2003)

Qualifications

- University of Manitoba – Bachelor of Commerce (Honours)
- Richard Ivey School of Business – Leadership Edge Academy & Six Sigma Initiatives

