

# Mike Kasner

## Managing Director

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Mike has served many different organizations as CFO during his 30-year career. The diversity of this experience enables him to function as a high-level business partner with CEO's, management peers, finance and operational teams, and Boards. He's had a leadership role in four acquisitions, three divestiture/sale transactions, three recapitalization transactions and multiple bank refinancings. He's also played leadership roles in strategic planning processes, change management, business process and system improvements and core financial competencies such as financial modeling and cash flow management.

## AREAS OF EXPERTISE

### Team Building

Great team building begins on the first day of exposure with assessment and analysis of what the current state is with your available talent, what your desired outcomes are and the gaps that may or may not exist. Experience suggests that talent often needs to be re-positioned, developed or replaced in order to keep up with an organization's growth plans. I am most proud of the development that I have seen in so many of the teams that I have been a part of.

### Cash & Working Capital Management

Growth companies are often unaware of the opportunities that exist to improve liquidity and cash flow that largely manifest themselves in the balance sheet. Understanding key working capital drivers and improving processes and systems to manage those drivers are critical to a healthy, cost effective growth plan. I have had the benefit of helping businesses demonstrate measurable and sustained improvements in liquidity management.

### Financing

My experience in mergers and acquisitions transactions has required deep and varied financing requirements. Whether attempting to finance an acquisition through a simple amendment with lenders to raising debt and equity in a recapitalization transaction, our finance teams supported the complex and detailed information requirements of stakeholders in tight timeframes leading to successfully closed transactions.

### Strategic Planning

I have initiated strategic planning processes for companies that I have served. Growth companies demand a disciplined, thoughtful approach to initiatives that will be most impactful to achieving the corporate vision. There is a process framework that is necessary to reap the benefits of any strategic planning activity that can be adapted to the needs of an organization based on a pragmatic assessment of the current state business.

## INDUSTRY EXPERIENCE

Manufacturing & Distribution  
Professional Services  
Retail

SaaS  
Direct Marketing  
Construction



## EDUCATION

BA, Accounting  
University of St. Thomas

## EXPERIENCE

Chief Financial Officer  
Asset Marketing Services

Chief Financial Officer  
Comm-Works

Chief Financial Officer  
NovoLogix Inc.

Audit & Business Advisory Manager  
Arthur Andersen LLP

## STRENGTHS

Energy  
Collaborative  
Determined  
Ethical  
Planner  
Pragmatic



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