



Marlin Steel Wire Products

ENGINEERED SOLUTIONS FAST SINCE 1968

Alex Levin, CPA, MBA

Alex has over 25 years of experience as a spirited financial leader, advisor and implementer, serving as a Chief Financial Officer of a \$30 million diversified manufacturing enterprise for the past eleven years and prior to that as a partner in numerous regional Certified Public Accounting firms.

During his tenure as a CFO of a Baltimore based diversified manufacturing company both revenues and personnel more than doubled. Alex provided insight and leadership in all aspects of the operations, including lean operations, distribution, marketing, human resources and technology implementation. Prior to that experience Alex spent over 15 years in public accounting developing, managing and servicing a diverse array of small to mid-size companies. These enterprises ranged in size from under \$1 million to over \$100 million in revenues. Specializing in entrepreneurial businesses, driven by the leader's vision and the desire to grow the business as fast and large as possible, Alex provided sound financial and tax advice and counsel, supporting the entrepreneurial spirit with the principled values of integrity, honesty and financial discipline.

Alex has in-depth experience at managing teams, processes, projects and outcomes, utilizing strong financial controls and technology based systems as well as a customer focused approach. He has a proven track record of helping to create value through, cost containment programs, product line expansion, the implementation and utilization of leading edge technologies and profit margin growth. He has extensive experience at forecasting, budgeting and planning and takes pride in his ability to clearly communicate complex business issues to both line employees as well as to a board of directors.

Some of Alex's achievements include;

- ◆ Provided the financial insight and vision to help transformed an \$8 million mid stage Contract Manufacturing company in to a multi-divisional \$30 million Original Equipment Manufacturer with a diverse multi-tiered capital structure;
- ◆ Lead a team in structuring, negotiating and finalizing a multi-million dollar transaction to acquire the assets of a troubled manufacturing company on behalf of a second generation owner.
- ◆ Evaluated and installed a state of the art ERP system, which resulted in a 30% increase in overall efficiencies throughout the operation.
- ◆ Spearheaded a "total life cycle" value program which directly resulted in a year over year profit increase of 10% or more for a period of 3 consecutive years.
- ◆ Streamlined and documented all accounting operations for a manufacturing company which resulted in cost savings of over 15% for that department and reduced the monthly reporting cycle by 10 days per month.
- ◆ Spearheaded the search and negotiation of new capital which resulted in a multi-million investment to fund product line expansion.
- ◆ Earned a partnership in a regional public accounting firm by the age of 30
- ◆ Started a public accounting firm from scratch and growing it in to a multi-million dollar accounting and consulting practice in 10 years.

Alex graduated from the University of Baltimore in 1979 with Bachelors of Science degree in Accounting and a minor in Marketing. He earned his CPA license in 1983. In order to enhance his ability to provide advanced advice to owners of closely held businesses, Alex earned the designation of Certified Valuation Analyst from the National Association of Certified Valuation Analyst. Dedicated to lifelong learning Alex returned to school in 2001 and earned his Master in Business Administration from Loyola University in 2003.