

CHRIS LOTHSCUTZ, CPA

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RISK MITIGATION ◊ GROWTH STRATEGIES *START-UP & TURNAROUNDS*

Mr. Chris Lothschutz is a highly accomplished results-driven senior accounting and financial management executive with more than 30 years of progressive experience in finance and operations management within start-ups and global multi-billion dollar organizations including Lennox International, Whirlpool, and Ernst & Young. He has consistently demonstrated his ability to streamline finance and business operations that drive growth, expand markets, increase efficiency, and increase bottom-line profit.

He has strong qualifications in developing and implementing financial controls and processes in addition to productivity improvements and managing sweeping change. Mr. Lothschutz possesses solid leadership, communications, and interpersonal skills to establish rapport with all levels of staff and management.

He is a CPA with a BSBA in accounting and computer information systems. He has impressive familiarity with international business cultures, having lived and worked throughout Europe, Latin America, Asia, and India.

Mr. Lothschutz provides a broad range of executive-level financial leadership expertise including:

- Managing multiple projects and resolving complex issues in a timely cost-efficient manner.
- Leading post-acquisition integrations of global business enterprises.
- Delivering years of consistent record sales and EBIT growth.

EXPERIENCE

Lennox International **Vice President – Finance | Controller**

In his most recent role, Mr. Lothschutz was employed by Lennox International for the past eight years in a dual role as VP of Finance and Controller. Lennox is a leading global provider of innovative climate control solutions for the heating, ventilation, air conditioning, and refrigeration markets.

In his key executive position, he was accountable for the financial operations of a \$2B business unit of Lennox. Leading a 90-member cross-functional Finance team in managing all FP&A and accounting activities for period-end and annual strategic planning. He managed a multi-plant manufacturing cost



platform and supported the national sales team, supply chain network, and wholesale store operations.

During his tenure as a member of the Lennox Executive team, Mr. Lothschutz delivered eight years of record growth of sales and EBIT of 6% and 17% CAGR respectively. He and his team, which he built, mentored, and led, transformed the Lennox residential finance function into a high-performance business advisory team. Further, his leadership expanded the retail footprint to more than 200 stores, increasing sales by \$3M per store / per year. The expansion drove \$500M in annualized revenue growth and improved market share by 200 bps.

With his eyes to the future of Lennox's leadership, he developed a global finance leadership development program, saving \$600K in external recruiting expenses and producing high-performing senior finance leaders that provided a solid basis for continued future growth.

Cadillac Coffee Company

Chief Financial Officer

Prior to being recruited by Lennox, Mr. Lothschutz was the CFO for privately-held Cadillac Coffee, a \$350M company more than a century old, currently headquartered in Ft. Wayne, IN. The company offers a complete line of quality coffees specifically designed to match consumer preferences in five distinct B2B segments including Dining & Hospitality, Convenience Stores, Specialty Retail, Vending/OCS, Private Label & Contract Packaging applications.



He led the relocation of the company's administrative headquarters and recruited and led a new finance team. Overall under his expert stewardship, the company's operating profits increased by more than two points even in the face of an 80% increase in commodity cost.

Whirlpool Corporation



For more than 18 years, Mr. Lothschutz was employed by the Whirlpool Corporation, the world's leading appliance company with approximately \$20B in annual sales and 59 manufacturing and technology research centers globally.

In his last position with Whirlpool before joining Cadillac Coffee, he was the Finance Director for North American Brand Marketing. He directed the \$8B Brand organization in close coordination with the Marketing Vice Presidents. He provided financial guidance and expertise on market investments, planning brand P&L activities, leading innovation initiatives, analyzing and embedding consumer insights, and driving new business development.

"I am an accomplished finance executive with demonstrated success in delivering financial results, building high performance teams, driving change with technology, and cultivating strong partnerships. I have been recognized as a trusted partner that optimizes operational performance across all functions, and a finance leader that builds exceptional talent."

Earlier, he was the Global Director for Finance Leadership Development, serving a critical role in ensuring Lennox's future growth and profitability. He redesigned the program and developed a world-class internship program and a new global assignment program.

Before taking on the challenge of building a global leadership development program, he was the Finance Controller of Value Brands, a \$1.5B business unit. He managed a staff of 20, supported VP sales across multiple sales channels, managed budget control, and directed P&L reporting for all sales channels.

He and his team turned around the Amana brand business segment, driving 50% improvement in brand share and expanding distribution with a National retailer. He also served as the Finance lead on the GL/P&L and SAP post-acquisition integration of Maytag across all business units.

In his earlier years with Whirlpool, Mr. Lothschutz held roles of increasing responsibility and scope. He began with Whirlpool as an Internal Audit Manager. About four years later, he was selected by the CFO and VP of Asian operations to be the expatriate Controller of the newly formed entity Whirlpool of India. During his two year tenure, he led the start-up manufacturing operation to achieve 25% in revenue growth of 25%, totaling more than \$300M in annual revenues.

In other roles with Whirlpool, he was the Business Unit Controller for Gladiator Garage Works, a \$40M start-up business for which he achieved double-digit profitable growth. Before joining Whirlpool, he was a Senior Information Systems Consultant and Staff Auditor at Ernst & Young.

EDUCATION & CERTIFICATIONS

Mr. Lothschutz is exceptionally well-credentialed. He holds a Bachelor's of Business Administration degree with a focus on Accounting and Computer Information Systems, earned through studies at Aquinas College in Grand Rapids, Michigan. He went on to earn certification as a Certified Public Accountant and later as a Certified Internal Auditor and a Certified Information Systems Auditor.

ADDITIONAL HIGHLIGHTS

Mr. Lothschutz has always been committed to his community, serving as a volunteer for Habitat for Humanity and as an Executive sponsor of Whirlpool's young professional's organization. He is also an athlete, competing in the United Way Corporate Challenge and winning the Gold Medal in basketball, dodgeball, and softball while building great comradery with fellow employees. He also completed a Spartan extreme 10-mile obstacle course and two Tough Mudder obstacle courses. He currently resides in Rowlett, TX, in the Dallas Metro Area

"It's rare that you come across a finance talent like Chris. I've had the pleasure of working with Chris in his role as our business unit controller over the last ten years. There are three traits that highlight our time together.

First - he drove results. His understanding of the market and the business allowed him to push and pull levers across all the various functions to deliver financial results that regularly exceeded expectations.

Secondly, he has a tremendous focus on customers, both internal and external. He viewed the various functional areas as partners and was focused on helping them succeed.

Lastly, he is an effective team builder. Chris consistently recruited, developed, and promoted finance talent to the broader organization. He found great satisfaction in developing individuals into leaders and did it consistently throughout his tenure."

VP/GM – Lennox International