

CHRIS LOTHSCUTZ, CPA



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CHIEF FINANCIAL OFFICER | VICE PRESIDENT – FINANCE

Highly effective finance executive with demonstrated successes in delivering financial results, building high-performance teams, driving change with technology, and cultivating strong partnerships. Experience gained at industry-leading global firms including Lennox and Whirlpool. Strong background in manufacturing environments driving top-line revenue growth, efficient cost structures, and EBIT. Lived and worked throughout Europe, Latin America, Asia, and India.

CORE COMPETENCIES

- P&L
- Financial Analysis & Reporting
- Strategic Planning
- Risk Management
- Market Expansion
- Process Optimization
- Managing Control Environment
- S&OP Management
- Manufacturing Cost Accounting
- Cash Flow Management
- IT Planning & Implementation
- ERP Management
- Sales & Channel
- Marketing Programs
- Customer Promotions Management
- Market & Competitor Intelligence
- Distribution & Freight Operations
- Capital and Resource Allocation & Justification

EXPERTISE IN

- 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

Lennox International (LII) is a leading global provider of innovative climate control solutions for heating, ventilation, air conditioning, and refrigeration (HVACR) markets.



Vice President – Finance | Controller

February 2012 - April 2020

Executive leadership role accountable for the financial operations of a \$2B business unit of the global publicly-traded company. Led a 90-member cross-functional Finance team in managing all FP&A and accounting activities for period-end and annual strategic planning. Managed a multi-plant manufacturing cost platform and supported the national sales team, supply chain network, and wholesale store operations.

- Delivered eight years of record growth of sales and EBIT of 6% and 17% CAGR respectively.
- Designed and implemented an adaptive sales and margin forecasting model to support strategic revenue and margin expansion goals.

- Integrated macro-economic data with internal business intelligence to drive forward-looking forecasts and monthly actual analysis by sales channel/customer, product family, pricing drivers, geography, and distribution channel.
- Transformed the Lennox residential finance function into a high-performance business advisory team driving forward-looking forecasts, integrating Price, Volume, and Mix variance analysis into a data visualization platform
- Developed a global finance leadership development program, saving \$600K in external recruiting expenses and producing high-performing senior finance leaders.
- Drove a comprehensive cost reduction initiative, producing \$11M+ savings by a headcount freeze, eliminating redundancies, closing underperforming stores, and restructuring the forecast.
- Successfully expanded retail footprint to 200+ stores, increasing sales by \$3M per store / per year. driving \$500M in annualized revenue growth and improving market share by 200 bps.
- Led financial recovery following a major natural disaster, coordinating shift to alternative factories, directing capital spending for rebuilding, and negotiating with insurance adjusters.

Cadillac Coffee Company

Privately-held \$350M Cadillac Coffee is headquartered in Ft. Wayne, IN offers a complete line of quality coffees specifically designed to match consumer preferences in five distinct B2B segments - Dining & Hospitality, Convenience Stores, Specialty Retail, Vending/OCS, Private Label & Contract Packaging applications.



Chief Financial Officer

January 2010 - December 2011

Managed the accounting, financial analysis, tax, and legal entity strategies, supervised Treasury function including bank covenants and cash flow, provided Executive leadership on capital planning, manufacturing cost, and pricing strategy, and held responsibility for IT/IS and telecommunications infrastructure.

- Drove two-point increase in operating profits with 80% increase in commodity cost.
- Led administrative headquarters relocation and recruited and led a new finance team.

Whirlpool Corporation

Whirlpool Corporation is the world's leading appliance company, with approximately \$20B in annual sales, 77,000 employees, and 59 manufacturing and technology research centers.



Finance Director - North American Brand Marketing

October 2008 – October 2009

Directed the \$8B Brand organization in close coordination with the Marketing Vice Presidents. Provided financial direction on market investments, planned and directed brand P&L activities, led innovation initiatives, analyzed and embedded consumer insights, and drove new business development.

- Facilitated 65% reduction in go-to-market spend while redirecting critical resources to key brands and new product launches.
- Re-engineered \$250M U.S. revenue-generating SGA and redefined SAP cost structures to better reflect business drivers.
- Developed long-range planning models directing brand pricing line structures and industry market share trends.

Global Director - Finance Leadership Development

August 2007 – October 2008

Redesigned and directed the Finance Leadership Development program.

- Recruited and mentored early career finance talent, built a world-class internship program, and developed a comprehensive succession plan.
- Worked within the Global talent pool process to develop a global assignment program, facilitating the rotation of thirty-five talents into new assignments.

Finance Controller - Value Brands

April 2006 – August 2007

Directed financial activities and provided financial leadership to the marketing team for the \$1.5B Value Brands business unit. Conducted planning functions and financial control for an 11-brand portfolio.

- Managed a staff of 20, supported VP sales across multiple sales channels, managed budget control, and P&L reporting on all sales channels.
- Turned around the Amana brand business segment, driving 50% improvement in brand share and expanding distribution with a National retailer.
- Served as the Finance lead on the GL/P&L and SAP post-acquisition integration of Maytag across all business units.
- Eliminated under-performing product lines and developed and implemented innovative brand strategies to limit margin cannibalization.

Business Unit Controller - Gladiator Garage Works **January 2005 – April 2006**

Served as Director of Finance and directed strategic planning and Supply Chain functions of the \$40M Gladiator Garage Works start-up business.

- Developed new business model and an effective turn-around strategy that drove double-digit profitable growth for a three-year period following implementation.
- Converted high-cost domestic supply into low-cost overseas supply base and enhanced the supply chain enabling penetration into three new national accounts.

Director Finance – North American Strategy and Planning **January 2004 – January 2005**

Reporting directly to the North American CFO, coordinated the Strategic Plan and Profit Plan for the \$9B North American region. Held responsibilities including competitive intelligence, global strategy for the room air conditioner segment, and coordination for the Venture Capital board.

- Provided support to VP of Sales across multiple sales channels and directed budget control and P&L reporting on all channels.
- Served as SAP order-to-cash Implementation Team leader with 25-person team to re-configure SAP systems and re-engineer sales, marketing, and financial processes to align with SAP capabilities.

Earlier Career with Whirlpool:

Marketing Senior Manager **January 1998 – January 2004**

Held a variety of marketing and general management roles including Category Manager of \$350M business.

Senior Finance Manager **January 1997 – January 1998**

Sales channel controller providing FP&A and operations support for a \$5B national sales organization.

Controller Whirlpool of India - Expat assignment **January 1995 – January 1997**

Selected to lead the financial operations post-acquisition of a \$300M operation in India.

Internal Audit Manager **January 1991 – January 1995**

Co-managed a global audit staff of 35 auditors based in three global regions.

Early Career prior to Whirlpool:

Ernst & Young - Senior Information Systems Consultant / Staff Auditor **1988 to 1991**

EDUCATION

BAAS - Accounting and Computer Information Systems, Aquinas College, MI (1988)

ADDITIONAL CAREER HIGHLIGHTS

- Habitat for Humanity Blitz Build
- United Way Corporate Challenge champion | Extreme obstacle course races
- Executive Sponsor - Whirlpool young professionals

CERTIFICATIONS

Certified Public Accountant | Certified Internal Auditor | Certified Information Systems Auditor

TECHNOLOGY EXPERTISE

SAP | Hyperion | MS Office | Salesforce | Cliq | Data Warehousing