

Kevin Murphy

TechCXO Finance & Operations



CFO Partner

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RELEVANT EXPERIENCE

Kevin Murphy is an experienced and operationally-focused CFO based in Charlotte.

Kevin has led all Finance, Accounting, and administrative functions and provides immediate value to companies through strategic business plan development, process improvement and cash flow optimization. He has deep domain expertise in the manufacturing, distribution, retail, and professional services industries. During his prestigious career, positions held include:

Executive Vice President & CFO, LeeBoy –

LeeBoy is a specialty construction equipment manufacturer. As EVP & CFO, Kevin directed the Finance, Accounting, Human Resources, and Information Technology teams during a period of rapid revenue growth. Among his accomplishments, he implemented strategic plans that increased gross margin, reduced operating expenses, and resulted in a \$22M increase in profitability – turning an operating loss into a net profit.

Vice President, Professional Services, PlatformOne –

PlatformOne provides outsourced payroll, human resources and benefits administration services to mid-market companies. In his leadership role, Kevin developed the internal control framework, implementation methodology and pricing principles that provided structure and a foundation for growth.

Director of Global Risk Management Solutions, PricewaterhouseCoopers –

Kevin led teams that designed and implemented IT security, ERP and business process control techniques for Fortune 500 clients in various industries, including pharmaceutical, telecommunications, and manufacturing. Kevin held other senior manager and manager positions at PwC.

EDUCATION

University of Maryland, MBA in Accounting and Entrepreneurship

Indiana University, BS in Finance

PERSONAL STATEMENT

As an interim CFO (\$10M – \$150M), I drive cross-functional collaboration across multiple disciplines — including Human Resources, Information Technology, Sales & Marketing — that result in profitable growth, increased automation and transparency in accounting and finance systems, and improved governance.

I also assist startups and early-stage (\$0-\$10M+) companies as a fractional CFO by partnering with CEOs, investors, and executive teams to scale companies and increase their value.

PRACTICE FOCUS

TechCXO has assisted more than 2,000 companies build value, enter new markets, increase sales and improve margins. Kevin accelerates value in the following areas:

FINANCE

- Treasury & Cash Management
- Accounting Systems Integration
- Turnaround & Restructurings
- Accounting, Internal Controls, Reporting
- Board of Directors
- Financial Modeling / Strategic Business Plans
- Audit, Audit Committees

OPERATIONS

- Benchmarking
- Services Optimization
- International Expansion
- Process Improvement
- Interim COO/Management
- Turnaround & Restructurings
- Business Performance & Cash Flow
- Partner/Vendor Management
- Contracts
- Organizational Structure

SECTOR EXPERIENCE

MANUFACTURING & DISTRIBUTION

- Beverages & Bottlers
- Machinery
- Distributors / Wholesalers
- Miscellaneous Commercial Products

RETAIL

- Department Stores
- Grocery/Drug Stores
- Restaurants, Hotel & Leisure

COMMERCIAL SERVICES

- BPO/Outsourcing
- IT Consulting & Outsourcing
- Staffing/Human Capital

FINANCIAL SERVICES

- National Commercial Banks
- Specialized Finance

PHARMACEUTICALS & BIOTECHNOLOGY

- Medical Device & Supplies Distributors
- Pharmaceuticals