

NEIL SULLIVAN

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VCARD | LINKEDIN



With extensive experience in financial controllership, analysis, and operational leadership, Neil helps clients optimize their finance and accounting functions for sustainable growth. He combines hands-on core accounting expertise with a proven ability to simplify complex financial issues, implement process improvements, and deliver cost-effective solutions that drive profitability. His experience spans strategic planning along with core process implementation, enabling businesses to achieve efficiency and compliance. By leveraging data-driven insights and strong leadership, he empowers clients to make informed decisions and improve bottom-line results.

Neil's career began in tax consulting with a global accounting firm before progressing into senior finance roles across diverse industries, including transportation, chemicals, manufacturing, and e-commerce. Over time, he has led major initiatives such as ERP system conversions, merger integrations, and financial transformations for both private and publicly traded companies. He is a problem solver who enjoys streamlining accounting processes and has managed budgets up to \$195 million while delivering multimillion-dollar savings through strategic cost analysis. He applies this breadth of experience to help clients streamline operations, strengthen controls, and unlock new opportunities for growth.

FUNCTION & SPECIALIZATION

- Month-end close optimization
- Financial and sales forecasting
- Cost accounting
- Process improvement and cost containment for manufacturing operations
- ERP implementation and integration
- Strategic planning and project leadership
- Cash management and compliance
- Financial modeling and data analytics
- State and local tax (SALT) compliance and planning

REPRESENTATIVE CLIENTS & PAST EXPERIENCES

- JB Harris Transportation/Logistics
- Universal Forest Products
- Independent Finance/Accounting Consultant
- Exel Inc. (DHL Supply Chain)
- GAT Inc.
- Koppers Performance Chemicals (formerly Osmose, Inc.)
- CM Sullivan & Associates
- The Atlanta Housing Authority
- Rinnai America Corporation
- Song, LLC (Delta Air Lines Subsidiary)
- Delta Air Lines, Inc.
- Medaphis Corporation
- Deloitte & Touche, LLP

EDUCATION, LICENSES & CERTIFICATIONS

- Graduate studies in Taxation, Fordham University
- BS, Accounting, Syracuse University
- CPA, Georgia