



## NEIL SULLIVAN

Director  
d: 804-955-4440  
Neil.Sullivan@fahrenheitadvisors.com

[VCARD](#) | [LINKEDIN](#)

With extensive experience in financial controllership, analysis, cost improvement, and operational leadership, Neil helps clients optimize their finance and accounting functions for sustainable growth, while improving their business for improved financial performance. He combines hands-on core accounting expertise with a proven ability to simplify complex financial issues, implement process improvements, partner with staff at all levels, 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 with an emphasis in state and local (SALT) tax issues before progressing into senior finance roles across diverse industries, including transportation, chemicals, manufacturing, public housing, 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, empower staff, 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