



TRADITIONAL CONSULTING • INNOVATIVE RECRUITMENT

## MARC LOUPÉ

### Consulting CFO

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(415) 298-0760

#### EXECUTIVE SUMMARY

Consulting CFO who brings more than 25 years of comprehensive global financial and operational management experience to our agricultural-based clients. A strategically and operationally oriented finance executive with diverse industry experience in finance, operations and leadership, he helps companies with integrating innovative methods and technologies to operate more effectively. He brings to clients the value of his technical expertise and experience in senior financial management roles in a broad spectrum of industries — including agriculture, technology, aviation, real estate and professional services – by which he gained breadth and depth on a worldwide basis.

#### EXPERIENCE

##### PARTNER, CONSULTING CFO

##### CFOs2GO

2017 to Present

[www.cfos2go.com](http://www.cfos2go.com)

Specialty consulting CFO and recruiting firm that customizes financial management solutions by utilizing part-and full-time staff through contract employment or direct hire.

- Leads the Agriculture Business practice group and member of the Food & Beverage practice group.

##### PRINCIPAL

##### Loupé Advisory Services

2016 to 2017

Bay Area, CA

A business focused on assisting small and mid-market companies achieve their strategic, operational and compliance objectives.

- Developed and presented the client's financial strategy to prospective investors for fund raising purposes.
- Assisted the CEO and senior management team identify and solve strategic and financial issues.

##### EXECUTIVE VP AND CFO

##### American Automobile Assoc.

2013 to 2016

Northern California, Nevada & Utah

\$660M, Hired to assist in a post-split/divestiture operation.

- Stabilized the company by interfacing with external constituents and engaging with internal leaders as Interim Co-CEO.
- Designed and implemented the company's first strategic plan, which resulted in improved profitability and focused operations.
- Re-energized a reinsurance program, increasing cash flows and lowering risk management costs.

##### PRINCIPAL

##### Loupé Advisory Services

2012 to 2013

Irvine, CA

Client: Sage, plc- North America.

- Operated its Non-Profit and Customer Relationship Management Solutions businesses, achieving operating plan objectives.
- Managed the successful divestitures of four business units purchased by private equity firms.

##### CHIEF FINANCIAL OFFICER

##### Sage, plc

2008 to 2012

Irvine, CA

\$3B global revenue (\$950M North America), hired to turnaround a profit and operationally challenged business.

- Improved profitability from 18% to 28% EBITA over a three-year period without jeopardizing business operations.
- Reduced the cash conversion cycle to less than zero by effective DSO, DPO and other cash management programs.
- Developed and implemented financial/operational best practices, allowing the company to become more effective and efficient.

##### SR. VP AND CHIEF AUDIT EXECUTIVE

##### CA (Computer Associates)

2005 to 2007

Long Island, NY

\$3B revenue, hired to reinvigorate an internal audit function to comply to SEC and DOJ mandates.

- Transformed the Internal Audit function to a strong focus on centers of excellence: compliance, enterprise risk management, financial, forensics, information technology and operations.
- Achieved compliance to the internal audit component of the Deferred Prosecution Agreement (SEC and DOJ oversight).
- Passed the IIA's Quality Assurance Review by instituting sustaining policies and procedures.

##### SR. VP (and other key financial roles)

##### Sun Microsystems

1987 – 2005

Silicon Valley



#### PROFESSIONAL ACTIVITIES

- American Institute of Certified Public Accountants
- Financial Executive International
- Food Industry Group
- Napa Chamber of Commerce
- Wine Institute

#### AUTHOR AND SPEAKER

-Seminar Session Leader  
-San Francisco CFO Executive Summit

<https://www.2gocompanies.com/resources/webinar-technology-roadmap-a-cfo-and-cio-collaboration-opportunity/blog/2017/06/agribusiness-trends-and-financial-implications/>

#### EDUCATION

- MS, Golden Gate University
- BS, Cal Poly, San Luis Obispo
- Sonoma State University
- Stanford Executive Program

Concentrations: Business Administration, Accounting, Finance, Strategy, Marketing, Wine Industry

#### For more information:

<https://www.2gocompanies.com/cfos2go-partners/marc-loupe/>