

LEN GROSS – BUSINESS EXPERT

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GOALS

Using his 40+years of senior management experience, Len Gross can materially benefit a closely held business by improving their operations, raising profitability and reducing borrowings. As a CEO, COO, CFO and Management Consultant, Len has made significant contributions to critical business functions. Len is also equally well versed in the techniques of professional mediation.



He currently operates as an authorized mediator in the LA County Superior Court. His well-rounded set of skills will enable management to resolve their key concerns while achieving essential business objectives.

EXPERTISE

A sample of Len's expertise includes:

- Increasing enterprise value of closely held businesses
- Determining areas for profitable expansion or reorganization
- Raising cash flow and negotiating new credit lines
- Finalizing acquisition of desired businesses
- Integrating acquisitions with minimum disturbance
- Converting legacy IT systems to current platforms
- Divesting money-losing non-core assets
- Functioning as DIP Manager in Ch 11 proceeding
- Guiding sale of business with maximum return to owners
- Mediating commercial disagreements including employee disputes

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ACCOMPLISHMENTS

Len's noteworthy accomplishments included:

- Doubled revenue of major supplier in 5-year period, while raising profits 250%
- Completed sale of nationwide business at favorable EBITDA multiple
- Oversaw conversion of 200+ user legacy system to enterprise software system
- Established 8 figure revolving lines of credit enabling business expansion
- Acquired over 12 entities to spur geographic and product growth
- Returned viable company from public to private ownership
- Negotiated leases for 15 premises throughout the country as well as overseas
- Instituted favorable credit & collection practices without encroaching on sales
- Instituted management & executive incentive programs focused on profits
- Functioned as DIP Manager for struggling non-core business subsidiary
- Settled contentious union negotiations expanding management rights
- Arranged favorable tax and occupancy arrangements with government entity
- Resolved disputes between feuding parties involving monetary claims

RELEVANT EXPERIENCE

- Served on BOD of 7 closely held businesses
- CEO and previously COO of foremost steel products distributor
- COB of aviation parts producer
- Executive VP and CFO of major building supply distributor
- Management Consultant at Big Four Accounting firm rising to Manager
- Authorized mediator at Los Angeles County Superior Court

EDUCATION AND CERTIFICATES

- BS in Electrical Engineering from University of Washington
- MS in Quantitative Business Analysis from USC
- Executive Leadership Course at Duke University
- California CPA License (retired)