

Intuitively, given my none Judo background I didn't see where I might be a fit.

However, following on from a couple of conversations I became very interested and excited about the opportunity.

Throughout my life, both professionally and personally I have been focused on delivering and exceeding goals and objectives.

The hardest and most rewarding part of this journey though is the setting of goals and objectives and more importantly getting buy in from all constituent parties. (Plan the work, work the plan)

Alignment on goals is key to success. What is interesting here in this opportunity is that whatever goals are established (if they are not already) come with specific timelines.

When I think about my professional journey I have been pretty successful in exceeding targets. What has developed though is the manner and approach that we take to deliver them.

Having worked for large private, small private and multinational conglomerates it became clear to me that an inflexible, opaque, uncollaborative, none communicative approach will never deliver the long term success and culture change that is needed to deliver consistent long term success. (One shoe size does not fit all)

The point being setting the goals is the start of the journey, not the end, and consistent success cannot be achieved without a healthy culture.

If I think about my time at TRIMEDX, we have certainly exceeded all targets from a financial perspective, which was and is hugely gratifying. However, what I find even more rewarding is the change in culture that we drove which I believe has laid the foundations for future success.

The chance to be able to put some of my experience to use for something as prestigious as the USA Judo Board of Directors, and see USA Judo deliver or exceed on its targets for the 2028 Olympics and beyond is something that I would feel very proud to be a part of.

CHRISTOPHER MARK DUNKERLEY

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CHIEF FINANCIAL OFFICER

EXECUTIVE PROFILE

Forward-thinking and decisive Finance Executive with 30+ years of experience in multi-national and startup operations including increasingly responsible positions for global corporation. Effective at reorganizing, streamlining, and strengthening financial operations to drive explosive business growth.

Strategic thinker able to generate ideas, initiate change, and exceed organizational objectives. Reputation as hands-on manager capable of building robust team environments and rapidly overcoming roadblocks. Skilled at authoring external reports and working with analysts and all financial partners. Speak conversational German.

MANAGEMENT & LEADERSHIP QUALIFICATIONS

Investor Relations • Organizational Leadership • Financial Planning & Analysis • Mergers & Acquisitions • Banking Business Development • Process Improvement • Market Analysis • Cost Reduction • Financial Reporting International Business • Regulatory Compliance • Budgeting • Strategic Sourcing • Capital Management

PROFESSIONAL EXPERIENCE

TRIMEDX – Indianapolis, IN

2017 to Present

Unlocking the full potential of your clinical assets

CHIEF FINANCIAL OFFICER

Moved to TRIMEDX a \$550m Clinical Asset management healthcare company

- Responsible for all usual areas of financial responsibility
- Led the acquisition of Aramark HCT. A \$400m revenue business
- Led 2 financing initiatives, one for the acquisition, and one for preferred dividend payout
- Company now has \$1.3bn in revenue
- Ebitda increased by over 300% in corresponding period
- Successful exit transaction completed in 2022 at 16x multiple

SYNAGRO – Baltimore, MD

2013 to 2017

*Transforming natural waste challenges into sustainable, planet-friendly solutions.***CHIEF FINANCIAL OFFICER**

Moved to Synagro a \$350m environmental waste company, who were in Chapter 11 to gain LBO experience in a mid-sized company.

- Lead all Finance, Accounting, Tax, Treasury, IT, and Supply Chain professionals with [8] direct reports; Manage banking, surety, P&C, rating agency, PE, and Board relationships
- Divested 2 unprofitable business lines and made 1 domestic acquisition
- Built Finance team from scratch due to relocation and implemented new ERP
- Company lead for \$425M purchase out of bankruptcy; raised \$265M of debt and additional \$85M equity investment.

REDZONE ROBOTICS – Pittsburgh, PA

2010 to 2013

*Provides municipalities, contractors, and engineering firms with wastewater treatment products and services.***CHIEF OPERATING OFFICER/CHIEF FINANCIAL OFFICER**

Transitioned to emerging organization to attain experience raising capital and working with financial institutions. Hired to spearhead growth and development for startup operation. Coordinated financial activities and supported business development initiatives. Facilitated investor relationships.

- Captured \$30M+ in institutional financing against target of \$12M and achieved double-digit EDITDA.
- Identified and closed international acquisition.

SIEMENS WATER TECHNOLOGIES – Warrendale, PA

2004 to 2009

*\$2.5B business unit of Siemens AG.***EXECUTIVE VICE PRESIDENT/CHIEF FINANCIAL OFFICER**

Tasked with overseeing financial operations following \$1B acquisition of USFilter. Supervised finance team of 400+. Established financial organization and managed P&L activities. Cultivated and monitored financial metrics and performance indicators. Coordinated regulatory reporting, cash management, and B/S duties. Prepared and initiated corporate IT systems. Executed SOX 404 requirements.

- Served as key player developing and implementing strategies leading to 500% profit growth and overall increase in business from \$990M to \$2.2B.
- Reduced SG&A from 12.1% of revenues to 8.4% and improved cash conversion rate from 50% of profits to 120%.
- Secured \$43M reduction in purchase price by effectively overseeing closing balance sheet processes.
- Directed integration of 13 domestic and international acquisitions and managed 2 divestitures.

SIEMENS MEDICAL SOLUTIONS – Malvern, PA

1999 to 2004

\$5B, U.S.-based sales and service division of Siemens AG.

VICE PRESIDENT, SALES AND SERVICE BUSINESS ADMINISTRATION (2002 to 2004)

DIRECTOR, SERVICE FINANCE AND BUSINESS ADMINISTRATION (1999 to 2002)

Selected to direct integration of 2 key acquisitions into domestic sales force. Reported directly to CFO. Controlled \$650M divisional budget. Modified targets and commission plans. Supervised 250 employees. Created financial and operation reporting programs. Developed sales strategies.

Recruited to relocate from UK and coordinate financial turnaround of underperforming medical device organization. Prepared and managed budgets and forecasts. Performed financial analyses and monitored financial performance.

- Established cost controls, process improvements, and reporting requirements resulting in \$120M reduction in expenses over 3 years and 24% reduction in working capital.
- Achieved 35-day reduction in inventory days while enhancing A/R days payable outstanding by 10 days and A/P days outstanding by 14 days.
- Increased total sales volume from \$3.2B to \$5B.
- Recognized with Siemens Award for Best Business Improvement after driving profits from 19% to 39%.

EARLY CAREER PROFILE

SIEMENS PLC – Berkshire, UK

DIRECTOR, SERVICE FINANCE AND BUSINESS ADMINISTRATION

Promoted from Commercial Manager to manage finance department of \$50M medical service organization. Maintained responsibility for reporting, controlling, and all financial analysis and performance. Supervised 30 internal personnel.

- Executed company's first-ever SAP service module.
- Increased overall profitability from 22% to 29% during tenure in role.
- Cultivated concept and established first national contract for service with NHS.

EDUCATION

Diploma in Business Studies and Finance, Kingston University – Surrey, UK

PROFESSIONAL DEVELOPMENT

Siemens Management Training courses