

MICHAEL J. CONNOLLY IV

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PROFESSIONAL SUMMARY

Finance and operations leader with 8+ years of progressive experience spanning P&L management, M&A, FP&A, and technology implementation. Directs financial operations for an \$820M market across 14 regions and 144 branches within a \$6.9B publicly traded organization. Built the financial and operational infrastructure of a \$7M company through its growth to \$22M and successful acquisition. Combines deep finance expertise with a Computer Information Systems background and hands-on proficiency in AI, data analytics, and software development to drive automation, eliminate manual processes, and improve decision-making.

PROFESSIONAL EXPERIENCE

Director of Finance Operations, Southeast Market | *Rentokil North America* 2025 – Present

Publicly traded pest control & hygiene services company (\$6.9B revenue)

- Direct all financial operations, strategic planning, and cross-functional leadership for an \$820M market spanning 14 regions and 144 branches with full P&L accountability; manage one direct report and partner closely with the Market Vice President and regional leadership
- Drove 8.1% improvement in market profitability through strategic cost controls, headcount optimization, and operational efficiencies resulting in company-leading performance metrics
- Lead annual budget planning and monthly forecasting achieving ~1% forecast accuracy; identified \$10M+ in cost savings opportunities across the market
- Leverage AI tools to transform financial workflows — utilizing large language models to analyze P&L reports and raw datasets, automate reporting deliverables, and accelerate root-cause analysis on variances
- Serve as primary finance partner to regional leadership, translating complex financial data into actionable operational strategies and driving accountability to budget targets across the market
- Streamlined month-end close processes and developed executive reporting dashboards, improving turnaround time and decision-making visibility for market and regional leadership

Mergers & Acquisitions – Finance Business Partner | *Rentokil North America* 2024 – 2025

Selected for M&A team based on performance during company's acquisition integration

- Executed financial due diligence on 11 acquisition targets with combined enterprise value of \$91M, including DCF modeling, working capital analysis, and valuation frameworks
- Collaborated with VP of M&A across the full deal lifecycle — LOIs, APA/SPA review, negotiation strategy, retention provisions, and closing requirements
- Authored Post-Acquisition Reviews at 1- and 2-year intervals evaluating deal performance against investment thesis; reports presented to and discussed by the board of directors
- Partnered cross-functionally with IT, HR, and operations to model integration costs and develop synergy roadmaps for acquired businesses

Finance Manager | *RK Environmental Services*

2017 – 2024

Early-stage pest management company acquired by Rentokil North America; revenue grew from \$7M to \$22M during tenure

- Built finance and operations function from the ground up for a team of 6: established AR/AP processes, implemented approval hierarchies, and created reporting infrastructure for a rapidly scaling organization
- Spearheaded implementation of multiple enterprise systems (including QuickBooks, Bill.com, Concur, PestPac, Power BI, Jotform) that digitized operations across a 100+ person remote workforce
- Built a client-facing Power BI dashboard providing roll-up reporting that directly secured a national account — demonstrating ability to translate back-office capabilities into revenue wins

- Created custom platforms for inventory ordering and field pricing/proposals with on-site client signatures — enabling real-time spend monitoring and eliminating back-office processing delays across all field operations
- Managed fleet operations including vehicle procurement, equity tracking, and replacement scheduling to optimize capital deployment across 100+ vehicle fleet
- Played central role in acquisition preparation — coordinated data rooms, financial documentation, and due diligence deliverables supporting successful transaction

EDUCATION

Bachelor of Business Administration

2017

Dual Major: Finance & Computer Information Systems

James Madison University

TECHNICAL SKILLS & PROFICIENCIES

Financial Systems: SAP Concur | JD Edwards | Anaplan | Jedox | Power BI | SQL | Advanced Excel | QuickBooks | Bill.com | Coupa

AI & Automation: Gemini | ChatGPT | Claude | Prompt Engineering | Workflow Automation | Google Workspace AI Integration

Core Competencies: P&L Management | Budget Planning & Forecasting | M&A Due Diligence & Integration | DCF Valuation | Cost Optimization | Process Automation | Data Analytics | Cross-Functional Leadership

Technology: Self-taught developer building personal web applications and IoT projects (Raspberry Pi, live sports displays) to extend CIS background beyond core finance role