



## **John Maguire - Director**

Financial professional with over 25 years of financial and operational experience with a history of solving business problems by applying a unique blend of accounting, finance, sales, marketing and general management knowledge coupled with solid analytical skills. John has championed efforts that have streamlined business processes, established controls and accountability and set benchmarks to measure success. Areas of expertise include Strategic Planning, KPI/Benchmarking, Customer and Product Profitability, Financial Analysis, Management Reporting, Pricing Strategies, Organizational Design and Compensation Plan Creation. His industry expertise includes distribution, financial services, media and security.

Prior to joining BlackBriar, John held the position of Director of Finance for Rolland Safe & Lock Company, a \$25 revenue million family owned physical security company. During his tenure he implemented business processes, internal controls and management reporting systems to support future growth. John implemented a structured 3-year strategic plan to facilitate long term planning and investment strategies. He collaborated with Operations Management to develop dashboard reports that helped reduced the order-to-cash cycle by 50% to 2 weeks.

Prior to Joining Rolland, John served as the Advertising Business Manager for *The Dallas Morning News*. During his tenure, John conceived and disseminated numerous multi-dimensional analyses that provided senior leadership with insight into sales trends and changes in customer spending patterns. He partnered with the SVP of Advertising Sales to restructure the sales team including realignment of sales territories and of sales compensation plans to support the new organization.

Prior to Joining the Dallas Morning News, John served as the General Manager for *The Dallas Observer* newspaper. He oversaw all financial and operational aspects of the paper. His teams successfully rolled out initiatives to reduce return rates to below 4%, increased revenue per page yields in the Classified Section by 70% and implemented a zoning strategy designed to increase revenues and lower customer churn.

Prior to *The Dallas Observer*, John was a Manager in the Assurance and Advisory Services Practice at KPMG, LLP. His responsibilities included selling and implementing strategies the helped middle-market financial institutions improve performance and profitability. Earlier in his career John was a Senior Consultant in KPMG's Litigation and Forensic Services Practice.

John started his professional career with The Associates Corporation of North America, a multi-billion financial services company. He held Staff Accounting positions in Corporate Accounting, was an Assistant Controller in International Accounting and was a Senior Financial Analyst in Consumer Branch Planning and Analysis.



**John Maguire - Director, BlackBriar Advisors LLC (continued)**

***Education:***

Southern Methodist University Cox School of Business

Bachelors of Business Administration Degrees in Accounting and Finance

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