

# Sam Hoiles

## Director in Melbourne

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Sam is an experienced finance leader specialising in finance transformation and business improvement. With over 12 years of experience across professional services advisory and industry finance, Sam has a strong track record in driving value for large and mid-market multinational corporations.

His advisory experience includes finance transformation, close optimisation, finance master data design, finance assessment and process improvement. He has industry expertise in fund management, real estate, utilities, aged care, retail and manufacturing.

Prior to joining McGrathNicol, Sam was a Director at FTI Consulting in the Office of the CFO practice in New York. He started his career at KPMG, where he was an Assistant Manager in the Audit practice.

### Engagement Experience —

- Led finance function reviews and transformation programs, conducting current state assessments and delivering strategic recommendations to improve efficiency and streamline processes across several industries.
- Supported the requirements gathering, RFP development and vendor selection process for an ERP implementation for a financial services business with ~\$3.3B AUM and their recently acquired subsidiary, including identifying integration opportunities.
- Analysed historical and forecasted spend for a ~\$4B energy project, providing trend analysis, commentary on spend by category and cost allocation methodologies to support the client's engagement with security holders.
- Served as Finance Manager at a regional residential aged care and health services provider for four months in preparation for sale and reporting to various stakeholders including the Department of Health. Analysed and identified accounting and process weaknesses and oversaw successful remediation.
- Conducted a deep dive into the financial management of a retirement village developer, correcting accounting issues, reconciling intercompany balances, and improving financial visibility.
- Project managed the integration for MedAdvisor's acquisition of GuildLink, developing project plans, facilitating risk workshops and preparing regular executive reporting.
- Conducted a finance cost optimisation assessment of a NYSE-listed US\$3.5B mailing solution and logistics business. The findings were translated into a 12-month implementation to transform the finance organisation globally through organisational rightsizing, process and technology redesign, GBS stand up and compensation realignment.

### Qualifications & Memberships —

- Bachelor of Commerce (Accounting and Finance), Monash University
- Graduate Diploma of Chartered Accounting, CA ANZ



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- Managed a financial close improvement program for a US\$1B electronics manufacturer, implementing improvements that accelerated close timelines and streamlined reporting across 17 business units globally.
- Conducted an IPO readiness assessment of the Finance Function of a US\$250M PE-owned gaming company addressing several key strategic initiatives including filling organisational gaps, standing up new key functions, implementing process improvements and creating a GAAP compliant 3 statement model.
- Developed a global finance master data framework and harmonised chart of accounts for a US\$1B+ international electronics manufacturer as part of an ERP implementation, enabling centralised financial, management, statutory and tax reporting capabilities.