



# TONYA KINLOW, CMA

## TRANSFORMATIONAL LEADER

### ABOUT

A Health & Wellness Lifestyle Entrepreneur, Operational & Finance Strategic Executive, Woman in Technology, Spiritualist, & Author. Executive with over 25 years of progressive Corporate Finance & Operational Leadership experience developing break-through Strategies, driving positive customer outcomes. Innovative, outcome driven leadership that develops & translates strategy into actionable/quantifiable business plans and delivers effective financial expression of plans to stakeholders. Excellent collaborative skills that drive results fluidly between senior level executives, internal teams, and customers. Experience with diverse businesses from global Fortune 500 companies to small service businesses and Entrepreneurial Ventures.

#### Personal Mission:

**"To Make the world a better place, utilizing all of my Time, Talent & Experience."**  
*Health & Wellness Lifestyle Entrepreneur,  
People with Disabilities Advocate, Woman in Technology, Spiritual Transformation  
Director, Holistic Strategist, Serial Entrepreneur, Author, Finance Executive,  
Strategic Planner, Budget, Cash Management & Profitability Expert.*

### EXPERIENCE

#### TK INSPIRATIONS (TKI) PRESIDENT OCTOBER 2018 TO PRESENT

TKI is a Health & Wellness Social Enterprise that leads *Remarkable Wellness* programs via inspiration and coaching holistic principles for mind, body, spirit alignment.

- Teach 7 Intentions for transformational living, to improve overall wellbeing and overcome life's stressors by combining integrative health practices & ancient wisdom teachings.
- Authored 2 wellness books, *The 10 Days* and *A Wellness Journey*.
- Public Speaker and Private Coach for individuals, Executive Leaders and groups at major corporations including GE, Baker Hughes, & Golden Technology.
- Lead Bi-annual 60-Day Wellness Journeys successfully assisting people on their path to personal transformation overcoming chaos, finding purpose and inner peace.
- Advisor to over 1,500+ people who have transformed their lives through Wellness Journeys, Wellness Circles and Private Counseling.

#### UGOTTA EAT (UGE) PRESIDENT/FOUNDER JUNE 2016 TO PRESENT

UGE is a Health & Wellness Tech Start-Up. A virtual marketplace via App platform dedicated to mindful & unique dining experiences, connecting Personal Chefs with local communities.

- Created App on iOS & Android for Personal Chefs and cooks to make money without brick and mortar investment and settle transactions through Braintree on app.
- Raised \$300k in initial investment round.
- Authored & Published, *A Year of ME, Mindful Eating to Improve Overall Wellbeing*.
- Global mission to inspire healthy and mindful eating, while eliminating waste and hunger.

### CONTACT

✉ TonyaKinlow@gmail.com

☎ (502)544-2101

www.UGottaEat.com

www.RemarkableWellness.us

### EDUCATION

**FLORIDA A&M UNIVERSITY  
TALLAHASSEE, FL**

MBA / Finance (GPA 3.8;  
Ranked 1 of 85)

BS in Accounting (GPA 3.8;  
Ranked 1 of 500)

### ORGANIZATIONS/HONORS

- Certified Management Accountant
- Certified Health & Wellness Coach
- Board Member, Disability Law Centers of Virginia, Strategic Plan Chairperson
- GE People with Disabilities Founding member
- Diversity & Inclusion Advocate:-- Women's Network Connection Sponsor African American Forum Leader
- GE Aviation Engaging Leader Award
- AAF ICON Award in Finance
- NAACP, Lifetime Member
- Institute of Management Accountants
- National Black MBA Association
- Florida A & M Alumni

**GENERAL ELECTRIC COMPANY (GE)****2011 TO 2016**

General Electric is a global industrial company with \$150BN in sales operating in over 150 global locations, ranking #8 in the Fortune 500 (#27 Global 500). ~310,000 employees worldwide.

**Current, CFO Product Management & Technology (2015 –2016)**

Finance Executive leading the Engineering and Technology Finance organization. Operational partner for product management and financial performance of 125 engineering projects with 7 global Labs and ~680 employees.

- Drove actionable/measurable business plans of \$100M Investment & Expense that sustained market competitiveness through restructuring & commercial collaboration.
- Managed core market decline via aggressive SKU reductions.
- Commercialized Licensing of new technology and exceeded revenue target.
- Drove New Product Introductions exceeding 90% say/do with margins +1.3pts.

**GE Lighting, Cleveland, Ohio CFO, Consumer & Conventional Lighting (2014 – 2015)**

CFO Executive for \$1.4BN Consumer Lighting Division, and manages Global Marketing \$30M budget and a team of 50 employees.

- Delivered Operating Plan with 3% growth in sales in declining market while improving margins through focused cost out. Led the Operating and Strategic financial planning process across the business.
- Led Strategy Sessions that drove innovation and market share gain in the Consumer Shift to LED marketplace, driving growth over 300% in this technology.
- Drove \$5-10M improvement in cash per quarter focusing on excess & delist inventory, and initiated a proactive program of inventory management in product generation transitions.
- Executed Shared Services strategy and transitioned Accounts Receivable team of 45 to Global Ops.
- Launched GE People With Disabilities Affinity Network.

**GE Aviation Systems, Cincinnati, Ohio****CFO, Unison & Mechanical Businesses (2013 – 2014)**

Business CFO partnering with two General Managers and direct reporting line to the Divisional CFO.

Unison is a \$1BN global supplier of complex gas turbine engine components, electrical and mechanical systems. Mechanical is a \$600M leader in Propellers, Aero structures and Landing Gear & Actuation. Managed financials for 14 global locations leading 12 direct reports and a total global team of 80.

- Developed accurate financial plans and forecasts reflecting 10% growth for \$1.6BN in sales and margin expansion ex-dispositions. Ensured thorough understanding of opportunities, risks, and rewards.
- Drove Business Divesting activities in 3 deals/5 non-strategic locations resulting in gains over \$100M.
- Drove financial improvement through 20% overhead reduction, and operating expense efficiency through Corporate Simplification initiatives (cost reduction, asset management, capital efficiency, productivity, etc.)
- Founded GE People With Disabilities Affinity Network for GE.

**Commercial/Risk Leader (2011 -- 2013)**

- Led financial operating rhythms for the Sales organization managing \$2.7BN Sales line across 3 P&L's.
- Provided financial and technical leadership for the Risk Management team in the development of risk management strategies and proposals for new and existing service contracts portfolio of \$80mm.
- Approved ~ \$20BN in commercial bid proposals to determine alignment with commercial strategy and business objectives are met in the proposal process.
- Led Accounts Receivable Team managing cash and driving down past due balances by 25%.

**YUM! BRANDS, RESTAURANT INDUSTRY      LOUISVILLE, KY      2007 TO 2011**

YUM! Brands is a restaurant company with over \$13BN in sales and 41,000 restaurants in more than 125 countries. YUM! Is ranked 228 on Fortune 500 and operates KFC, Pizza Hut and Taco Bell brands.

**Director, Operations Simplification (2010 – 2011)**

- Completed intensive training as Restaurant Team Member, working all positions and all shifts. Led Management Optimization Test Project streamlining processes and reducing administrative minutia to intensify focus on growing the business and improving team member capability.
- increased annual tax credits via Work Opportunity Tax Credit (WOTC) & Harvest program compliance.
- Developed strategy to accelerate inclusion of multicultural franchisees, employees and suppliers within the corporate model. Received Leadership approval for immediate execution.

**Director, Field Finance, KFC (2009 – 2010)**

- Finance Executive reporting directly to Senior Director, Field Finance driving increased profitability for domestic KFC Company owned restaurants with over \$1BN in sales. Responsible for 3 direct reports (team of 9).
- Developed 2010 Annual Strategic Operating Plan and achieved incremental \$22M margin. Minimized waste, reduced labor through optimizing team deployment and wage rate management.
- Created P&L Stewardship Process with broad, cross-functional teams driving breakthrough margins; streamlined and reduced approval process by 80%. Delivered \$5M recurring profitability in 2009.
- Balanced competing objectives of achieving mission critical business objectives for Customer Experience, Friendliness (Service) and Food (Quality) while managing Facilities spending to achieve \$40M budget target in Repair and Maintenance.

**Senior Manager, Mergers & Acquisitions (2007 – 2008)**

- Primary liaison with Pizza Hut and Taco Bell Brand Teams on development of refranchising plan and asset management strategy. Developed Divestiture plan that balanced financial balance sheet impact with strategic ownership targets.
- Team Evaluated / Negotiated / Executed 17 complex transactions valued at over \$70M in an increasingly difficult credit environment. Analyzed acquisition scenarios for distressed franchisees.
- Managed divestiture process to meet quarterly targets including Financial Modeling, Due Diligence, Offer Package, Bid Evaluation and Deal Approval.
- Partnered with Senior Operations Executives to select markets for divestiture that optimized financial position while continuing to provide excellent operations support that grew the different Brands.

**CURTIS & ARATA, PC - LAW FIRM,  
Retained CFO/COO Consultant****MODESTO, CALIFORNIA****2007**

- Reduced WIP 30% and provided true assessment of revenue pipeline that led to strategic plan for growth.
- Created Profitability Acceleration Plan that increased productivity and accelerated billings.
- Resolved Cashflow critical situation by instituting processes for Credit, Collections and Billing. Alleviated pay suspension for partners within 4 weeks; reduced Line of Credit within 3 months.
- Transformed financial reporting into decision-focused information, including operational insights, trends, risk measurements, and cash flow drivers.
- Collaborated with Senior partners to improve Operating Capacity Efficiencies; redeployed attorneys, paralegals and administrative assistants that maximized workflow and billing hours.

**PINNACLE SOLUTIONS - PRINTING COMPANY, MODESTO, CA 2005 TO 2006****Retained CFO/COO Consultant**

- Finance Leader reporting to President with responsibility for all aspects of corporate financial planning and analysis, and accounting. Additionally managed Human Resources with 2 direct reports.
- Implemented accounting processes and revived integrity in company's financial reporting. Developed detailed cashflow plan Financial Package for Banks and future investors.
- Restructured company and realized synergies of merger. Reduced G&A 30%.
- Interim Chief Operations Officer: Led management team to revise and live company mission. Improved company morale following merger with Emotional Intelligence Training. Directed day-to-day operations and scheduling of major print jobs during COO search, including managing 6 direct reports, team of 64.

**DAIMLERCHRYSLER CORPORATION, AUSTRIA AND AUBURN HILLS, MI 1995 - 2004****Manager & Team Leader, Corporate Financial Strategic Business Planning (2002 - 2004)**

- Established targets for annual budgets that aligned with corporate strategies and overall profitability objectives for Chrysler Division. Reported to Director of CFA and managed 5 direct reports.
- Consolidated corporate income statement exceeding \$60BN in Sales for Business Unit Plan. Provided key metrics and analysis for variable costs, fixed costs, profitability, return analysis, and capital spending.
- Streamlined Strategic Planning process reducing planning cycle by 25%.
- Interfaced with all functional areas providing financial planning premises, timing, corporate requirements and targets. Synthesized corporate performance into CFO/Controller and CEO financial presentations.

**Manager, International Integration & Global Finance, Mopar (1995 - 2002)**

- Served as Project Leader for Global Integration of business processes for Chrysler Group and Mercedes Benz Parts Operations. Developed \$72M integration plan, saving \$15M annually. Finance Manager for Global Parts Division \$330M in Sales in more than 80 countries.
- Global Pricing Manager (2000-2002): Developed common global pricing strategy with Mercedes-Benz.
- Senior Financial Analyst (1995-2000): Various financial roles with progressively increased responsibilities including Global assignment in Graz, Austria; partnered closely with all functional business units; Sales & Marketing, Manufacturing, Auditing, Platform/Product Management.

**ADDITIONAL FINANCE EXPERIENCE****SBI CAPITAL MANAGEMENT CORPORATION, Tallahassee, FL****Equity Research Analyst****CONTINENTAL BANK, Chicago, IL****Commercial Banking Officer****REFERENCES FURNISHED UPON REQUEST**