

Laura King

Chief Financial Officer

CFO with 18 years guiding finance at PE-backed SaaS and industrial companies through scale-ups, refinancings, and two exits. Closed \$312M in growth capital across debt and equity rounds and rebuilt FP&A from spreadsheet-based reporting into a board-ready forecasting function. Comfortable owning the audit relationship, partnering with the CEO on M&A diligence, and translating unit economics to non-finance operators.

CONTACT INFORMATION



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EDUCATION

MBA, Finance, University of Michigan Ross School of Business, 2011

BS, Accounting, Indiana University Kelley School of Business, 2006

CPA, State of Indiana (active)

KEY SKILLS

- Capital raises (debt and equity)
- M&A diligence and integration
- FP&A and 3-statement modeling
- Audit and SOX readiness
- Treasury and cash forecasting
- Board and investor reporting
- NetSuite, Sage Intacct, Adaptive
- Pricing and unit economics

PROFESSIONAL EXPERIENCE

Chief Financial Officer | Brightwater Analytics, Charlotte, NC |
2020 – Present

- Led Series C raise of \$84M from a syndicate of three growth investors, negotiating a pre-money up-round from the prior round despite a softer multiples environment.
- Rebuilt the 3-statement model and cohort dashboards used by the board, cutting monthly close from 14 days to 6.
- Hired controller, FP&A director, and revenue ops lead; finance team grew from 4 to 17 over three years.
- Partnered with CEO on two tuck-in acquisitions, ran quality of earnings work in-house instead of using a Big 4 advisor.
- Renegotiated AWS commit and the top vendor agreements, freeing roughly \$2M of annual operating cash.

VP Finance | Keystone Industrial Holdings, Pittsburgh, PA |
2015 – 2020

- Owned FP&A and treasury for a \$410M revenue manufacturing roll-up across four operating subsidiaries.
- Refinanced senior credit facility, pulled blended interest rate down by about 180 bps and added a \$40M revolver.
- Built a plant-level margin model that surfaced an underpriced product line; pricing reset added mid-7-figure gross profit in year one.
- Led integration finance for the Devlin Pumps acquisition: chart of accounts conversion, treasury consolidation, ERP cutover in 9 months.

Director of Financial Planning & Analysis | Northpoint Logistics, Indianapolis, IN |
2011 – 2015

- Stood up the company's first rolling 18-month forecast; previously the team operated off an annual static budget.
- Designed the bonus pool model adopted by HR for ~1,200 employees.
- Reduced reporting cycle errors after migrating from Excel-based consolidation to Adaptive Insights.

- Stock-based comp and 409A