

BILL GAGE

1842 Freeport Terrace, San Pedro, CA 90732 | (310) 741-1253
bill@gageadvisory.com | www.linkedin.com/in/williamgage

STRATEGIC AND OPERATIONAL FINANCE ADVISOR

Strategic Finance Consulting

Strategic Finance | Leadership | Performance Improvement | Operational Finance
Delivered Projects Successfully | Added Best Practices | Streamlined Operations
Added \$5M+ in Revenue | Commuted receivables exceeding \$100M
Small to Midsize Businesses | Professional Services Firms | Insurance Brokers | Insurers

LEADERSHIP EXPERIENCE

GAGE ADVISORY SERVICES, Los Angeles, CA **CEO**

September, 2014 to Present

Serving clients that need process improvement, critical thinking and leadership in the accounting and finance areas. Client includes: WASH Multifamily Laundry Systems, November 2018 – present. WASH is a \$600 million leader in coin-op laundry services. Developed reconciliation culture and procedures, led audit completion and financial statement preparation, leading monthly close during transition from interim to permanent controller.

GCUBE INSURANCE SERVICES INC, Newport Beach, CA

April 2016 to February 2017

Managing General Agency, underwriting renewable energy risks for Lloyds of London and other carriers. Part of the JLT Group, a \$1 billion insurance / reinsurance broker and employee benefits provider.

Director of Finance and Operations

Managed accounting, finance and operations of the US arm of GCube, with 23 employees and an annual premium turnover of \$60 million annually.

- Optimized the finance group into a cohesive team to manage accounts of \$15 million.
- Formalized budgeting and forecasting processes for \$13 million revenue and \$9 million in costs.

ALLIANZ GLOBAL CORPORATE AND SPECIALTY (AGCS), Burbank, CA

1988 to 2014

Allianz Group's flagship company responsible for providing global P&C insurance solutions and specialty coverages to Fortune 500 clients, generating over \$5 billion in premium a year. Allianz, with over \$100 billion of premium income, is the world's largest Property & Casualty insurance group.

AVP, Operational Portfolio Management and Resolution

January 2011 to August 2014

Introduced AGCS commutation program and the operational reinsurance team for Allianz Run-Off Management, which centrally integrates discontinued operations for Allianz Group. Optimized over \$500 million in reinsurance assets in the US, Canada, UK, France and Germany, handled by a staff of 7 reinsurance professionals.

- Achieved recovery of over \$1 million in overlooked assets through introduction of new software.
- Achieved termination of several internal reinsurance contracts in excess of \$40 million, resulting in a reduction of handling and reporting costs.
- Expended a rigorous review of underlying claims and reinsurance programs, which increased recoveries by \$2 million and improved balance sheet accuracy.

AVP, Operational Finance, GDBD**January 2008 to December 2010**

Improved accounting, finance and reinsurance operations for newly established Global Discontinued Business Division, handling the run-off for AGCS, including recruitment and development of new team. Division included 20 business portfolios globally encompassing \$1 billion in reinsurance assets managed by 9 reinsurance professionals.

- Achieved recoveries in excess of \$1.5 million through initiatives including broker cash reviews and audits.
- Added 5 key operating indicators and accurate virtual financials for GDBD through implementation of SAAP accounting software.
- Eliminated a \$70 million business resulting in a net profit of \$500K.

AVP, Operational Finance, North America**April 1992 to December 2007**

Led Operational Finance function including premium collection and reinsurance accounting departments of AGCS North America, handling cash turnover of \$2 billion annually. Managed staff of 24 accountants and collectors including startup of the Canadian Branch.

- Contributed to local and global project teams in \$30 million project to convert the financial software to SAP; produced requirements for premium and reinsurance accounting functions.
- Improved accounting for \$600 million in accounts receivable including conversion to SAP.
- Streamlined integration of \$40 million business unit assumed due to sale.
- Added \$2 million in balances previously written off.
- Reduced cash outstanding by over 35%, from over 60 days to under 40 days for \$600 million in accounts receivables.
- Optimized recovery of \$2.5 billion in reinsurance from World Trade Center event, with no write-offs.
- Introduced new reinsurance and accounts receivable systems ahead of Y2K, improving design and optimizing testing.

Internal Audit Manager**July 1988 to March 1992**

Reestablished internal audit department and operations of Allianz Insurance Company, the Allianz Group's US property & casualty insurance company, building trust with management and auditees while enhancing controls.

PRIOR CAREER EXPERIENCE

Progression of Internal Audit roles at Farmers Insurance Group (1982 to 1987) and Crum & Forster Insurance Group (1987 to 1988).

Customer Service and Catalog Sales representative at Sears, Roebuck & Co. (1977 to 1980)

EDUCATION

B.A., Accounting, Western Washington University, Bellingham Washington, 1982

A.A., Business, Clark College, Vancouver Washington, 1980

CERTIFICATIONS AND PROFESSIONAL DEVELOPMENT

Obtained Certified Internal Auditor designation

Passed the Certified Public Accountant exam