

John Delta

Operating Partner; Interim CFO, COO



CONTACT DETAILS

+1 (703) 509-0583
john.delta@techcxo.com

RELEVANT EXPERIENCE

Here are some career highlights for John Delta.

COO, Management CV, Inc. - Responsible for all operational aspects of the business, including HR, Product Management, E-Commerce, Global Research, and daily operations for this fast-growing provider of institutional and financial research.

Co-Founder, CFO, JJAB Holdings, Inc. Partnered with a leading PE firm to raise funding and focus on investments in Direct Response Marketing. Built Finance/Operations group from scratch. Sold to a top 3 PE firm in less than 1 year.

CFO, Edison Worldwide, LLC - Led all accounting and strategic finance initiatives for this high-growth Direct Response Marketing firm. Restructured the company's multiple operating units, which led to significant improvement in EBITDA.

CFO, DoublePositive Marketing Group - First CFO for this high-growth VC-backed firm. Set-up the finance function and led subsequent funding rounds.

EVP - Global Head of Operations, Hemscott Group, PLC - Involved in all aspects of due diligence, including capital structure, strategy implementation, and financial metrics for this PE-backed financial information roll-up. Led the post-merger integration teams. The firm's retail ops were sold to Morningstar while the institutional unit was sold to KKR.

VP & GM, The NASDAQ Stock Market - Led day-to-day management of the E-Commerce unit, including Nasdaq.com, one of the most visited financial sites. Business unit grew from zero to multiple millions in annual revenue and strong positive EBITDA.

Manager, Deloitte & Touché
Associate, McKinsey & Company

WORKING WITH JOHN

John Delta is an experienced operating financial executive and entrepreneur with deep experience in enterprises from pre-revenue to \$1B. He focuses on helping a firm deliver value to stakeholders, not just shareholders. He looks at value creation from a holistic viewpoint and his experience is valued by PE, VC, and publicly traded clients.

John mainly works with early to mid-stage SaaS companies and Healthtech, Fintech, and Cybersecurity businesses needing assistance in fundraising, transaction execution, and scaling their finance and ops functions. He also co-leads the firm's SPAC practice focusing on CFO services for public companies or firms preparing to go public.

His diverse finance and ops background leads to creative but implementable and measurable results. His collaborative approach focuses on KPIs and substantive improvements. He is also on the Board, and Chairman of the Audit Committee, of a publicly traded s/w development firm.

PRACTICE FOCUS

FINANCE

- Debt & Equity Financing
- Post-Merger Integration
- M&A, Divestiture, JVs, Carveouts
- Pre-IPO Readiness
- Accounting, Internal Controls, Reporting
- Financial Modeling/Strategic Planning
- Quality of Earnings & other DD for M&A
- SOX/Compliance

OPERATION

- Benchmarking
- Services Optimization
- International Expansion
- Process Improvement
- Turnaround & Restructuring
- Interim CFO/Management
- Business Performance & Cash Flow
- Partner/Vendor Management
- Audit & Financial Controls
- Organizational Structure

EDUCATION

University of Virginia, MBA and BA

SECTOR EXPERIENCE

COMMERCIAL SERVICES

- Manufacturing
- Consulting Services
- Education & Training
- Media & Information

CONSUMER DURABLES

- Consumer Electronics
- MEDIA (B2C)
- Information Services Publishing
- Social Content

FINANCIAL SERVICES

- Fintech
- Brokerage
- Real Estate
- Private Equity

TECH, SERVICES AND SOFTWARE

- SaaS
- Cybersecurity
- Application Software
- Automation/Workflow
- Big Data/Data Centers
- Business/Productivity Software
- Telecom
- Financial Software