



Walt Wilcox

Managing Director

Walt Wilcox, co-founder of STORM Consulting, LLC is a seasoned operations and financial executive with over 25 years of experience in multi-national manufacturing, distribution and services industries. His management background includes extensive hands-on experience in operations, finance, administration, pricing, restructuring, acquisitions, and incentive compensation, benefit plan design, and administration.

Mr. Wilcox has held senior executive positions in operations and finance and has executed numerous restructuring and profit improvement initiatives with STORM's client companies. He plays an active role in driving and executing improvements in asset management, revenue, gross margin, and overall profitability by working cross-functionally with company personnel to solve problems and implement sustainable business improvements. His focus in STORM engagements includes leading and facilitating initiatives in the following areas:

- Pricing Improvement Strategies & Tactics
- Forecasting & Planning
- Expense Savings & Facility Rationalization
- Infrastructure & ERP Systems
- Cash & Inventory Management
- Incentive Compensation Plans
- Personnel & Benefits Administration
- Internal Controls & Corporate Governance

Mr. Wilcox's experience includes both senior operating and financial positions. He was Vice President of Operations for CAC Distributors, Inc. (division of Watsco, Inc.) and played a key role in executing the major restructuring of operations that returned the division to profitability within 12 months. He served as Vice President of Finance for Pameco Corp. and played an integral role in the major restructuring and integration of 25 operating subsidiaries into a single entity and subsequently facilitated the Company's IPO as one of the largest and most profitable businesses in its industry. Earlier in his career, Mr. Wilcox held manager positions in both the private sector and public accounting. Mr. Wilcox is a certified public accountant (CPA) and received a BBA in Accounting from the University of Toledo.