

Greg Reynolds

Executive Operator | CEO • CFO • COO

918-704-5930 | greg@cgreynolds.com | www.cgreynolds.com | linkedin.com/in/cgreynolds

Executive Profile

Seasoned C-suite executive with more than 35 years building, operating, and scaling companies ranging from early-stage startups to \$120M enterprises. Organizations engage me when they need experienced leadership to improve profitability, strengthen financial infrastructure, and install the operational discipline required to scale. Available for fractional, interim, project-based, or full-time executive leadership roles depending on the organization's needs.

Situations Where I Add Value

- Improve financial performance and operational discipline
- Install reporting systems, forecasting, and financial infrastructure
- Prepare organizations for acquisition, recapitalization, or ownership transition
- Navigate leadership transitions or executive gaps
- Scale operations during periods of rapid growth
- Add experienced leadership without immediately hiring a permanent executive

Core Competencies

- P&L Ownership & Financial Reporting · Strategic Planning & Execution · M&A Due Diligence & Deal Structuring · Cash Flow Management & Forecasting · Capital Raising & Banking Relationships · Operations & Process Improvement · Team Building & Organizational Development · Real Estate Portfolio Management · Private Placement & Investor Relations

Selected Career Highlights

- Scaled a commercial manufacturing business 1,500% in seven years through operational modernization and strategic diversification
- Built and operated a \$120M multi-venture enterprise spanning multiple industries
- Facilitated \$100M+ in mergers and acquisitions including buy-side diligence and deal structuring
- Managed an \$80M commercial real estate portfolio
- Raised \$25M+ in private capital through private placement offerings
- Led organizations ranging from startup teams to 400+ employees

Professional Experience

Pathway Business Consulting — Founder & Executive Advisor | 2013 – 2025

- Served in fractional and interim CEO, CFO, and COO roles during growth, transition, and ownership change
- Facilitated \$100M+ in M&A transactions including buy and sell side diligence, seller preparation, valuation, financing and deal structuring

- Built financial infrastructure from the ground up including KPI systems, cash flow forecasts, Chart of Accounts, budgets, and reporting frameworks
- Partnered with owners to install the financial discipline and operating systems needed to scale

Homeland Baking, LLC — Chief Executive Officer & Chief Financial Officer | 2018 – 2025

- Grew the business 1,500% over seven years through operational modernization, facility expansion, and strategic market diversification
- Secured financing packages and managed banking relationships to support capacity expansion
- Quadrupled production capacity while improving unit economics through disciplined cost management and process improvement
- Built a senior management team and installed financial systems and SOPs across the organization
- Completed leadership transition after scaling the business and building the infrastructure to support continued growth

American Services Company — President & Owner | Prior Role

- Grew revenue 150% over five years through geographic expansion, service-line additions, and improved sales systems
- Developed custom scheduling, dispatch, and inventory systems and managed full P&L, vendor relationships, and customer satisfaction programs

MBA Group — Executive Vice President, Operations & Business Development | Prior Role

- Built and led a \$120M entrepreneurial conglomerate of ventures across health insurance, safety manufacturing, software, mezzanine finance, real estate, and entertainment
- Grew the organization 550% by launching, acquiring, and scaling diverse business units
- Raised \$15M through private placements and executed divestitures at 3x sales and 18x earnings multiples
- Managed full P&L accountability across a 400-person organization

Notable Ventures (MBA Group)

- X1 Boston — Raised \$10M for a 103,000 sq ft entertainment complex and oversaw development and operations to \$12M annual revenue
- Jiffy Lube New England Site Development — Directed site acquisition and management of an \$80M commercial real estate portfolio
- Bay Nets Inc. — Led operations for a startup commercializing fall-protection systems and negotiated the strategic sale of the business

Education

Babson College | Bachelor of Science, Entrepreneurial Studies & Finance

Graduated Salutatorian — Highest Distinctions