**Molly Pryor**

Houston, Texas

713.377.3992 • mollyintx@aol.com

**PROFESSIONAL PROFILE**

**A highly skilled Senior Finance Executive** who meets challenges skillfully and creates positive change.A proven leader with wide-ranging business experience and a strong commitment to performance excellence. An exceptional strategist, with a proven ability to guide organizations to streamline operations and optimize financial positions. A goal-oriented problem solver, with a record of success developing innovative solutions and leading teams to achieve outstanding results in dynamic and highly competitive environments.

**BACKGROUND SUMMARY**

*More than twenty-five years of Finance and Treasury experience includes:*

|  |  |  |
| --- | --- | --- |
| Enterprise Risk Management | Financial Modeling | Banking User Access/Authorization |
| Cash Forecasting & Reporting | Investor Relations | Capital Structure/Debt Management |
| Global Liquidity Management | Contract Negotiations | Debt Compliance Reporting |
| Global Process Improvement | Banking Relations | Operating & Capital Budgets |
| Global Credit Reporting | C-Level Reporting | Software Implementation Projects |
| Liquidity Reporting | Board Presentations | FX Hedging/Spot Transactions |

**EMPLOYMENT HISTORY**

|  |  |
| --- | --- |
| **McNair Interests Ltd.,** Houston, Texas | 2/2024 -7/2024 |

***Assistant Treasurer***

Led the Treasury team, reporting to the CFO. Responsibilities included bank relations/authorizations, cash flow/liquidity forecasting, cash management, debt compliance reporting, funding capital calls, and receipt of investment distributions.

* **Designed a comprehensive cash flow forecast for the full year** 2024 for the Board including cash, investments/distributions, interest/dividend income, operating expenses, debt service, and liquidity.
* **Monitored debt covenant compliance** and prepared calculations and certificates, per debt agreements.
* **Reviewed 100+ bank accounts** identifying sweep and dormant accounts to close, saving $35k/year.
* **Proposed implementing daily electronic files from our operational bank to streamline processes**; implemented an EDI monthly file to provide account costs to Accounting and executives.
* **Oversaw production of quarterly investment fund statements** for McNair Interests and partners. Identified $18MM available cash to distribute pay down revolver loans, saving $115k/month.

|  |  |
| --- | --- |
| **Sirius Solutions, LLP,** Houston, Texas | 2021 - 2024 |

***Director of Transformation Solutions, Treasury & Credit***

Primary business developer for treasury and credit process advisory engagements and SaaS implementations.

Brought in new customers and executed projects $1MM+.

* **Advised large global public companies to implement credit risk assessment and collection processes** for oil and gas services, electric distribution and services, and chemicals and plastics trading and distribution services by implementing HighRadius and Blackline applications.
* **Led an oil field technology solution company’s transition of controller functions from the US to their shared service center in Argentina,** with documented desktop procedures for Oracle and reduced closing to one day from three days.
* **Transformed customer onboarding and collections for a major heavy equipment company, and** led the implementation of HighRadius credit and collections SaaS applications, improving their sales turnaround and A/R.
* **Secured partnerships with HighRadius and Sidetrade, rated by Gartner** as the best order-to-cash software providers.

|  |  |
| --- | --- |
| **Huntsman Corporation,** The Woodlands, Texas | 2005 - 2020 |

***Special Project Leader, Treasury*** (2019 - 2020)

Led review of global accounts payable process supported by a third-party provider. Championed a cross-functional committee with Purchasing, Accounting, Treasury, and IT for the A/P process and led the RFP.

* **Executed a $10MM, long-term agreement, transitioning to a premier firm with advanced technology capabilities** which saved $2MM; reduced projected cost from $4.50 to $2.00 per invoice.
* **Led a global project team with the vendor** to develop a software application, to streamline A/P process for 400 associates.
* **Led the transition of A/P processing of a $2B divestiture** of surfactants business to Indorama Ventures.

***Assistant Treasurer & Senior Director, Treasury*** (2005 - 2019)

Managed a $500MM commercial paper program and Global Credit for credit risk assessment, collections, and cash application of $1.1B A/R. Served as a member of Treasury Council. Led Credit Committees in Americas, Europe, and APAC. Prepared monthly risk summaries for the Treasurer, CFO and Audit Committee.

* **Transformed Global Credit and Treasury into shared service organizations** on a regional basis; retained management staff in the US, Brazil, UK, Belgium, Singapore, India, and China for as many 12 years by ensuring an inclusive work culture.
* **Reduced Global Credit from 85 to 60 associates and cost from $8MM to $6MM, saving $2MM.**
* **Regularly exceeded measured bonus targets.**
* **Led the growth of US and European bank securitization program from $300MM to $500MM,** by creating strong banking relationships and leading due diligence, contract negotiations, bank reporting requirements, and ensuring excellent subsequent audits.
* **Created accurate global cash forecasting for A/R using statistical measures for approximately $1.1B in monthly receivables** and 15,000 accounts.
* **Established foreign exchange risk management policies and hedging procedures,** mitigating earnings volatility of $1-$3MM.
* **Secured $1MM and implemented HighRadius collections, disputes, and credit assessment applications across five divisions. Integrated solution with SAP and Dun & Bradstreet** to create aggregation of customer hierarchies and exposure. Automated thousands credit risk reviews and limits.
* **Standardized global collections and credit assessments across five divisions and four platforms** decreasing DSO to 42 from 53 days and A/R overdue to 4% from 12%. Improved working capital by $128MM.
* **Assisted with IPO of Venator Materials** raising $1.7B after integrating the $1.1B acquisition of Rockwood Holding.
* **Led due diligence and foreign exchange funding for a $253MM acquisition of** the Textile Effects division from Ciba Specialty Chemicals.

**Dynegy Inc.,** Houston, Texas 2001 - 2005

***Senior Director, Credit Risk Management***

Led Credit Risk department with 10 associates responsible for $1B global credit exposure and $500MM collateral requirements. Reported to the Chief Risk Officer, and served as key liaison to CFO, CEO, and division presidents on credit and liquidity risks.

* **Executed credit and liquidity optimization plan** with commercial management. Terminated 570, legacy corporate guarantees, resulting in $900MM, reduction of collateral and $55MM cost savings.
* **Developed cash forecasting for Treasury during a critical, post-Enron merger failure** that provided transparency to the trading business's liquidity requirements and avoided bankruptcy.
* **Led credit risk due diligence for bank revolvers** ranging from $900MM to $1.3B.
* **Analyzed capital needed to support the generation division credit clearing activity** with NYMEX and LCH.

***Senior Director, Credit Risk Management*** *- continued*

* **Implemented a comprehensive cross-functional structured transaction approval process** with risk and return analysis for 30 structured deals totaling over $200MM in potential credit exposure. Led credit negotiations of $4B asset sales, $1B acquisition, and $161MM power purchase agreement.
* **Expanded clearing into OTC products** through a new relationship with a major financial institution that resulted in $25MM revenues.
* **Designed and implemented a $1.5MM enterprise credit risk system** that integrated core operational, credit, counterparty, contracts, and accounting systems. Recovered $60MM collateral.

**ADDITIONAL RELATED EXPERIENCE**

|  |  |
| --- | --- |
| **Enron Corporation,** Houston, Texas |  |

***Director, Credit Risk Management***

* **Managed the margin process for Enron’s wholesale trading portfolio of $800MM collateral.**
* **Automated credit approvals for Enron Online,** one of the first internet-based trading systems, with 6,000 trades daily.
* **Streamlined processes, opening 1,000 customers per day** in Enron Energy Services during the deregulation of energy markets.
* **Spearheaded credit due diligence for a $450MM acquisition of MG plc** (metals trading), expanding Enron Online business.

|  |  |
| --- | --- |
| **Merrill Lynch & Company, Inc.,** New York, New York |  |

***Vice President, Global Derivatives***

* **One of five selected to participate in a CFO rotation program**.
* **Managed a global staff of 23 associates** for credit exposure reporting, collateral management, and negotiation of pledge agreements.
* **Led the development and implementation of the first web-based global derivatives credit risk management system**, which provided aggregate counterparty exposures and limits. Minimized margin risks ahead of Russian debt collapse and Long-Term Capital Portfolio collapse after the Russian debt default.
* **Saved $20MM in annual funding costs** through collateral optimization, repurchase agreements, and time deposits.
* **Represented the firm in industry initiatives** and guided collateral working groups including leading global commercial banks, SNS Londex, and CME DTC.
* **Assisted Treasury with the design, development and implementation of annual rating agency presentations.** S&P presentations resulted in an upgrade to an A-1+ short-term rating.
* **Participated in Treasury’s setting of dividend strategy and policy.**

**EDUCATION**

***Master of Business Administration (MBA), Finance***

The University of Michigan, Ann Arbor, Michigan

***Bachelor of Arts (BA), Finance***

The University of Texas, Austin, Texas

**BOARD MEMBERSHIP**

**Secretary Board of Directors** - FEI Houston Chapter

**Board of Advisors - Communication & Fundraising** - GET Global Energy Transition