

GIL ADLER, CPA, CGMA, MBA

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PROFESSIONAL SUMMARY

Finance & Operations Executive with 15+ years driving growth, profitability, and governance for public, private equity-backed, and startup organizations. Proven ability to bridge Board-level strategy with operational execution, leading to market expansion, improved efficiency, and successful capital deployment.

AREAS OF EXPERTISE

**Strategic Planning · Stakeholder Management · Financial Planning & Forecasting (FP&A)
Mergers & Acquisitions (M&A) · Business Development · Executive Level Financial Guidance
Corporate Finance · Capital Allocation · Risk Management · Team Leadership**

PROFESSIONAL EXPERIENCE

Nesher Realty, Tannersville, NY & Fair Lawn, NJ 2023 – Present
Building a GP for syndication of various real estate developments + holdings
CFO

- Expanded geographic portfolio of multi-family residential real estate portfolio from one to 14 markets
- Annual review of top-100 syndicated GP investment firms' funds for evergreen redeployment of capital
- Continuous evaluation of GP investment opportunities in any aspects of real estate: Retail, Commercial, Multi-family residential, Manufactured homes, Industrial, and Flex-Industrial

Hudson MX (LSE: ASCL), New York, NY 2021 – 2022
Partnered with CEO to capture future value by pivoting towards financial profitability & increasing market share
Director of Finance

- Improved operational efficiency by 35% through financial transparency and accountability to C-suite
- Engaged Board of Director's Finance Committee to establish corporate governance in alliance with industry best practices
- Redesigned sales process for strategic retargeting of sales efforts to provide quantitative analysis and support capabilities vital to entering new markets
- Responsible for shaping and strategically crafting investor relations communications and acted as key point of contact for industry-leading investors
- Systemized a 3-day end of period close in conjunction with engineering the company-wide FP&A model

Blade Urban Air Mobility (NASDAQ: BLDE), New York, NY 2018 – 2021
Provided critical insight and hands on leadership to improve unit economics, develop the finance management strategy, and implement more sophisticated reporting for a de-SPAC liquidity event
Director of Finance

- Guided the finance team from Series-B private equity backed startup through 4.3x market cap growth
- Increased profitability by creating FP&A sensitivity analysis modeling to identify key controllable costs affecting product & route margins
- Curated leading-indicators KPI dashboard resulting in a restructured marketing strategy with positive ROI
- Assisted with S-4 & 10-Q filing preparations to ensure SEC requirements for public company reporting

Financial Controller

- Integrated financial reporting for Operations, Software Development, and Customer Service teams resulting in prioritization of quantitative decision-making considerations
- Decreased month end close time by 91% to 5 days by restructuring 6-person finance team's tasks
- Managed conversion to GAAP accrual financial reporting, including reengineering revenue recognition in compliance with ASC606 to ensure multiple unqualified & unmodified audit opinions
- Introduced departmental vendor RFP process leading to 35% SG&A savings YoY

- Established six-sigma compliance policy for 100% collectability of \$2.0M monthly receivables
- Directed development for financial reporting management resulting in transparency for \$5.0M of liabilities
- Implemented & trained staff on internal controls over financial reporting (ICFR) in preparation for SOX404 compliance

Luke's Lobster & Luke's Seafood, New York, NY & Saco, ME 2016 – 2017

Guided senior management of a 35-unit fast casual food & beverage retailer through vertical M&A integration with first institutional investors for best-in-class financial reporting and KPI indicators

Financial Controller

- Managed conversion to GAAP financial reporting ensuring unqualified & unmodified audit opinions
- Established sustainable 6-person finance team to facilitate 30% growth YOY without increasing overhead
- Decreased financial reporting end-of-period close by 60% to 10 days

Fragmob, San Diego, CA 2012 – 2015

Built financial reporting structure for mobile-first application developer and co-led Seed & Series A financing

Financial Controller

- Presented financial operations results to quarterly to the Board of Directors
- Established GAAP compliant financial reporting policies for both B2B and DTC SaaS products
- Built statutory financial statement reporting cycles for a 3-day end of period close resulting in timely production for management reporting: cash forecasting, budget variance analysis, FP&A modeling
- Created KPIs highlighting operational efficiency informing HR hiring and CTO operational decisions

State of Israel – Ministry of Finance, New York, NY 2009 – 2012

Liaison between 10-person CFO team, exclusive broker-dealer, and fiscal agent to convert from cash-based to accrual accounting system by implementing SAP ERP database

Assistant Controller

- Led RFP process to implement new fiscal agency agreement resulting in 50% cost savings
- Managed cash reconciliations for \$10.0B of liabilities and \$1.1B of annual sales

MUNICIPAL GOVERNANCE

Village of Tannersville 2025 – Present

Trustee

- Authored & successfully lobbied multiple laws to safeguard health, welfare, and safety of village residents

MILITARY SERVICE

Israel Defense Forces 2006 – 2008

Sergeant First Class

- Commanded 16 soldiers in a Reconnaissance Special-Forces Counter-Terror Scout-Sniper team

EDUCATION

Columbia Business School, New York, NY 2018

M.B.A., Executive Program

Boston University, Boston, MA 2006

B.S., Business Administration & Management, Entrepreneurship & Accounting

AWARDS

AICPA Leadership Academy, Top 40 Under 40 2016

ADDITIONAL INFORMATION

Board of Directors & Committees: CFO Alliance, Strategic Task Force - Talent & Development,
Trailhead Village Homeowners Association President

Certified Public Accountant: NJ License #20CC03668800

Charter Global Managerial Accountant: AICPA License #110054061

AICPA Member: Membership #8437091

Dual Citizenship: America & Israel

Fluent: Hebrew & English

Experience with: Hubspot, Restaurant365, NetYield, SAP Enterprise Suite, Workday,
Xero, ProSeries, UltraTax, Quickbooks, Expensify, Bill.com