

JOHN M. IRELAND

Chief Financial Officer | Chief Executive Officer | Fractional CFO

Midlothian, VA 23113 | (203) 530-1180 | jmireland3@att.net | [linkedin.com/in/jmireland3](https://www.linkedin.com/in/jmireland3)

PROFESSIONAL SUMMARY

Senior finance and operations executive with 35+ years of CFO, CEO and COO leadership across biotech, pharmaceuticals, energy, cleantech, technology/SaaS and higher education. MIT Sloan Fellows MBA. Scaled revenue 700% (\$900K to \$7.5M ARR), grew teams from 6 to 75 employees, raised \$10M+ in venture capital, private equity and angel financing, and delivered a 13X EBITDA exit. Deep expertise in FP&A, GAAP reporting, budgeting and forecasting, cash flow and working capital management, M&A due diligence, financial modeling, board reporting and investor relations. US Patent holder. Open to full-time CFO, interim CFO and fractional CFO roles.

CORE COMPETENCIES

Financial Planning & Analysis (FP&A) • GAAP Financial Reporting • Budgeting & Forecasting • Cash Flow Management • Working Capital • Treasury • Tax • Audit Management
Mergers & Acquisitions (M&A) • Due Diligence • Valuation • Capital Raising • Venture Capital • Private Equity • Series A/B • Debt Financing • Cap Table • Exit Strategy
P&L Ownership • EBITDA Improvement • Cost Reduction • Margin Expansion • Revenue Growth • Unit Economics • Pricing • Variance Analysis • Scenario Planning • Turnaround
Financial Modeling • Monte Carlo Simulation • Three-Statement Models • KPI Dashboards • Business Intelligence • Data Analytics • Internal Controls • SOX Readiness • Risk Management
SaaS & Recurring Revenue • ARR/MRR • Churn & Retention • CAC/LTV • Revenue Recognition (ASC 606) • Multi-Entity Consolidation • ERP Implementation • Compliance
Strategic Planning • Business Development • Go-to-Market • Board Reporting & Governance • Investor Relations • Contract Negotiation • Human Resources • Team Leadership

PROFESSIONAL EXPERIENCE

Founder & Fractional CFO | Upfront Clarity (formerly Upfront Analysis)

Midlothian, VA | 1999 - Present

- Deliver fractional CFO, interim CFO and strategic advisory services to 100+ venture-backed and growth-stage companies in biotech, battery technology, artificial intelligence, marketing services, cleantech and SaaS.
- Build three-statement models, cash flow forecasts, budgets, KPI dashboards and board packages; lead capital raises, investor due diligence, valuation and M&A readiness. Current engagements span battery technology, marketing services, AI training, UCAN and Iterative Search.

Chief Executive Officer | NTP Technologies

Remote | 2021 - 2025 (Company Closed)

- Held full P&L ownership for a nutrient recovery technology venture; directed finance, operations, fundraising, IP strategy and go-to-market execution.

Chief Financial Officer & Board Member | Envista Farms

CT | 2019 - 2023

- Led finance, accounting, budgeting, forecasting and investor reporting for a controlled-environment agriculture (indoor farming) startup; built the capital plan and fundraising model.

Chief Financial Officer & Chief Operating Officer | Sightlines LLC

Guilford, CT | 2004 - 2012

- Grew revenue 700% from \$900K to \$7.5M in recurring SaaS/subscription revenue across 300+ universities with 95%+ retention; company sold at 13X EBITDA.
- Scaled from 6 to 75 employees across multiple offices, owning accounting, FP&A, HR, legal, contracts, IT and facilities; raised \$3M in private equity growth capital (2011) and managed audit, banking, credit facilities and board reporting.

Chief Financial Officer | Jesup & Lamont Securities / GE Global eXchange Services

NY/CT | 2001 - 2003

- Directed financial reporting, regulatory compliance, treasury and cost control for an investment banking broker-dealer; previously led financial planning and business development analysis for a global B2B e-commerce division.

Chief Executive Officer & Co-Founder | Downstream Energy

Stamford, CT | 1999 - 2001

- Raised \$7M+ in venture funding; built a B2B trading platform contracted with refiners representing 40% of US refined petroleum capacity.

Manager, Business Development / Corporate Planner | Tosco Corporation

Stamford, CT | 1991 - 1997

- Executed and integrated \$2B+ in M&A transactions, including the \$900M Circle K and \$1.2B 76 Products acquisitions; built valuation models, due diligence workplans and post-merger integration plans. Earlier: crude oil trading and supply, United Crude/United Fuels, Singapore (1989 - 1991).

EDUCATION

Master of Business Administration (MBA), MIT Sloan Fellows Program in Innovation and Global Leadership

Massachusetts Institute of Technology, Cambridge, MA | GPA 4.9/5.0 | Thesis: M&A in Pharmaceuticals and Biotechnology

M.S. Biochemical Engineering | B.S. Chemical Engineering, Brown University, Providence, RI

TECHNICAL SKILLS, CERTIFICATIONS & RECOGNITION

Systems & Tools: QuickBooks (Certified Pro Advisor), Salesforce, Carta, Microsoft Excel (advanced financial modeling), Microsoft Word, Microsoft PowerPoint, ClickUp, HubSpot, Ramp, and other financial and accounting packages. | Patent: US 11,080,343 B1, Iterative Search Tool and User Interface.

Recognition & Service: Cleantech Open Mentor/Judge (2012 - Present), Mentor of the Year 2019; Treasurer, MIT Enterprise Forum of CT (2010 - 2021); Guilford CT Board of Education (2008 - 2012), \$93M LEED Silver build; Board Member, GetControl.com, GenRx; Advisory Board, SkyCanoe, Avabot, Tevesa Energy.