

KRIS SCHUMACHER

Business leader with over 20 years of experience in change management, M&A strategy and integrations, pricing strategy, contract negotiations, deal structuring, and systems implementations

EXPERIENCE

- New Majority Capital** 2022-present
Founding Partner
- *Lead Generation, Due Diligence, Fundraising, and strategy for a DEI Impact platform focusing on small business acquisition*
- Earth Abode Group** (Small Business Acquisition Vehicle) 2020-present
Chief Investment Officer
- *Structured and negotiated the acquisition of ABC Longhorn Moving in Austin, Texas using the SBA 7a loan program*
 - *Performed due diligence on several moving and storage companies in Texas*
 - *Developed an integration plan and hiring strategy to transition ABC Longhorn to new owners*
 - *Developed strategy and financing plan for a roll-up of regional moving companies in Texas*
- ACETO** (New Mountain Capital portfolio company) 2020-present
Director of Pricing
- *Implementing a change management process centered around commercial excellence as part of a Private Equity backed roll-up of chemical manufacturing companies*
 - *Building Pricing systems, tools, processes, and strategies to integrate multiple acquisitions into a global organization*
- 4P Foods** (ranked 432 on Inc. magazine's 2020 list of fastest growing private companies) 2017-2020
CFO and Advisor
- *Structured and negotiated several acquisitions of small businesses*
 - *Oversaw two fundraising rounds, and set financial strategies enabling company to grow from \$700k to \$12M in revenue*
 - *Managed Investor relations*
- Other STARTUP & SMALL BIZ CONSULTING** 2011-present
- **CocoaCompassion** – *negotiated joint ventures, contracts, and leases, and helped to launch multiple products in Baltimore*
 - **B'zT** – *Financial strategy, New Product roll out, contract negotiations, Investor relations – currently in Series A financing*
 - **Nextdoorganics**, *CFO and Investor relations. Built a storefront in Brooklyn serving 4,000 customers throughout NYC*
 - **Food Future Co** – *Mentor for portfolio companies, provided training and consulting to entrepreneurs*
- METCO** 2009-2020
Director of Global Pricing – Surface Solutions Segment (\$1B division)
- *Integrated global deal desk operations for multiple acquisitions*
 - *Managed Product lifecycle management initiatives*
 - *Achieved 7 digit cost savings through the execution of supply chain and product management initiatives*
- STANDARD MOTOR PRODUCTS** 2004-2009
Head of Pricing Department
- *Consolidated pricing and product positioning strategies across multiple brands as part of a \$400M post-acquisition integration*
 - *Automated sales finance reporting to cut the close period by more than 50%*
 - *Achieved 6% YoY price increases while maintaining market share, in collaboration with the sales team*
- THE CITY OF ATTLEBORO EDC, MA.** 2002-2004
MBA Student Consultant
- *Developed research based recommendations for improving the business climate in the city*
- HEAVYLIGHT, Inc.** (start-up special effects house serving the film industry) 1998-2002
Technical Director
- *Brought the company from small, unpredictable gigs to processing 4-5 features per month at a \$250kMRR*

EDUCATION

BABSON COLLEGE, Wellesley, MA
PRATT INSTITUTE, Brooklyn, NY
Food-X accelerator, New York, NY

MBA
BFA, Media Arts
program graduate