JULIAN MERCER

CFO

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PROFESSIONAL SUMMARY

Finance executive with 20+ years in public accounting and restaurant finance, including five years as a senior finance leader at a multi-brand operator. Leads accounting, FP&A, treasury, and tax through refinancing and margin recovery. Partners with the CFO, executives, and board on capital allocation and long-range planning.

PROFESSIONAL EXPERIENCE

Senior Vice President, Corporate Finance Mar 2021 - Present
Brinker International, Dallas, TX

- Lead a 140-person finance organization covering accounting, FP&A, treasury, and tax for a company with about $4B in annual revenue.
- Refinanced the revolving credit facility and term debt, extending maturities by three years and lowering annual interest expense by about $9M.
- Prepare quarterly earnings and guidance materials with the CFO and investor relations team, and report to the audit committee on controls, risk, and the external audit plan.
- Directed a restaurant-level margin program with operations and supply chain that improved company-restaurant operating margin by 140 basis points over two years.
- Developed the capital allocation framework for new builds, remodels, and technology, adopted by the executive team with a hurdle rate and post-investment reviews for projects above $2M.
- Consolidated three regional accounting centers into one shared services team, reducing the month-end close from nine to six business days.
- Supported the executive team and board on a long-range plan and two small brand acquisitions, leading diligence and integration planning.

Vice President, Corporate Accounting and SEC Reporting Jun 2016 - Feb 2021

- Ran corporate accounting, SEC reporting, and consolidation, and delivered clean Form 10-K filings with unqualified audit opinions in each year.
- Led implementation of the new lease accounting standard across 1,000+ leased locations on schedule and with no restatements.
- Strengthened SOX controls by consolidating 160 key controls to 110 and removed all material weaknesses reported in the prior year.
- Built the enterprise forecasting process that gave executives a rolling 18-month outlook and cut forecast revisions within a quarter in half.

Director, Financial Planning and Analysis Aug 2012 - May 2016

- Led a team of eight analysts producing the annual operating plan, brand P&Ls, and weekly sales and cost reporting.
- Developed the new-restaurant return model used to rank site proposals, which raised average year-two cash-on-cash returns of approved builds.
- Partnered with brand presidents to translate menu pricing and labor scheduling analysis into annual savings of roughly $12M.

Audit Senior Manager Sep 2005 - Jul 2012
Deloitte, Dallas, TX

- Managed audits of consumer and retail companies with revenue up to $3B and supervised teams of up to eight professionals.
- Served as the day-to-day contact for two audit committees and presented year-end results, key estimates, and control observations.
- Led SEC registration and first-year SOX readiness for a newly listed restaurant company, completing work ahead of the filing date.

CORE SKILLS

Capital markets and debt financing | SEC reporting | Investor relations | Long-range planning | Capital allocation | M&A diligence | SOX and internal controls | Treasury and liquidity | Tax strategy | Board and audit committee reporting | Shared services design | FP&A leadership | Restaurant unit economics

EDUCATION

Master of Professional Accounting, University of Texas at Austin, Austin, TX

CERTIFICATIONS

Certified Public Accountant (CPA), Texas