EST. 1912

GIAMPOLINI GROUP

SEARCH PROFILE

VICE PRESIDENT OF FINANCE AND ACCOUNTING

Emeryville, California

carterbaldwin
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CONFIDENTIAL



01 · THE COMPANY

ABOUT GIAMPOLINI GROUP

1912
Founded in San Francisco

5th
Generation of family leadership

4
Divisions: Drywall, Painting, Restoration, Ceilings

100+
Years building the Bay Area

Giampolini Group is a self-perform specialty contractor based in Emeryville, California. For more than a century, the company has delivered drywall and finishes, acoustical and specialty ceilings, high-performance coatings, and building restoration for general contractors, corporate end users, building owners, and institutional facilities. Its work helped set the standard in the trade for professionalism, quality, and health and safety.

Servino Giampolini founded the company in 1912 in San Francisco's North Beach as a paint manufacturer, retail paint seller, and painting contractor. His son Albert took over in 1932 and moved the company toward commercial painting. Albert's nephew, Alfred Quilici, led the company as president from 1947 to 1985. Under Chairman Greg Quilici, who started as an apprentice painter in 1971, Giampolini added drywall and masonry restoration and grew into a multi-trade specialty contractor. About two years ago, the company launched its fourth division, Acoustical Ceilings & Panels (ACT), which is gaining momentum and becoming an important part of the business. Today, Brady Scott leads the company as its fifth-generation CEO.

Giampolini now brings its four divisions together as one integrated group, delivering coordinated scope packages across drywall, ceilings, coatings, and restoration. The company is concentrating on negotiated work and investing in the systems, processes, and people that will carry it into its next century.

Giampolini Group pairs a 114-year reputation with a fifth-generation leader committed to building best-in-class operations.







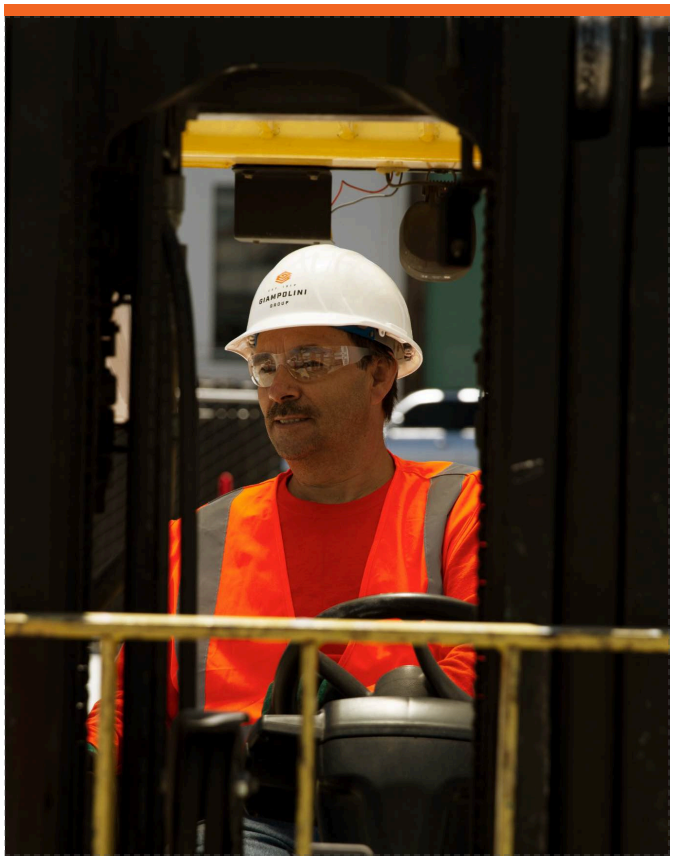
02 · VALUES

WHAT WE STAND FOR

“PERFORMANCE IS OUR PRODUCT.”

Meeting every client's cost, schedule, and quality objectives is the cornerstone of enduring client relationships. Four commitments guide the Giampolini team:

01 EXECUTION	Disciplined field operations, coordinated project management, and a commitment to quality.
02 PARTNERSHIPS	Long-standing relationships with general contractors, owners, and project teams.
03 EXPERIENCE	More than a century of construction knowledge, passed from one generation to the next.
04 SAFETY	Strict safety performance and accountability on every jobsite.





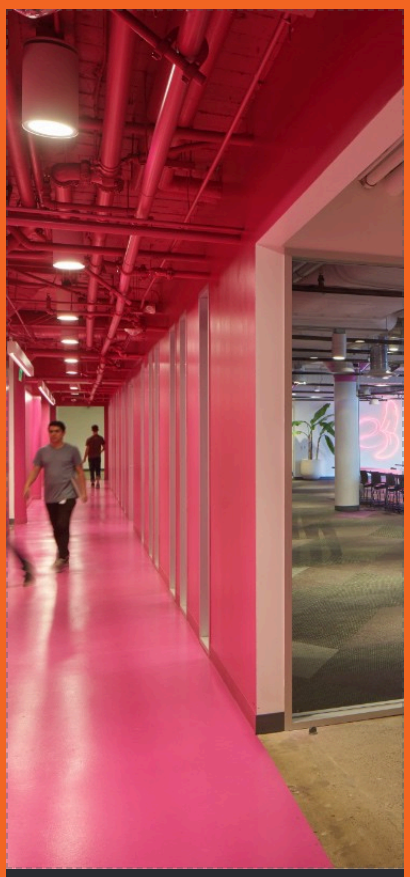
03 · WHAT WE DO

CAPABILITIES



GIAMPOLINI DRYWALL TECHNOLOGIES

Wall and ceiling systems for complex commercial projects: metal stud framing, gypsum wallboard assemblies, finish taping, finished, acoustical, and specialty ceilings, fireproofing, insulation, and soundproofing assemblies.



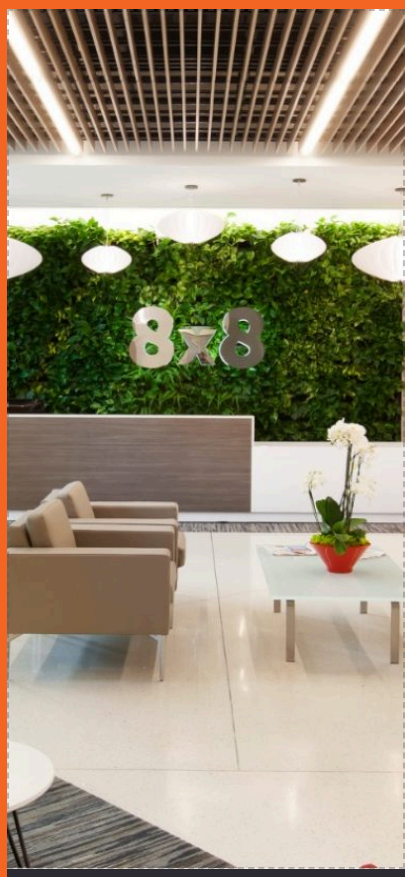
GIAMPOLINI PAINTING CONTRACTORS

Commercial painting since the company's founding: interior and exterior painting; decorative, graphic, industrial, and special coatings; exterior waterproof coatings; wall coverings; fabric panels; and wood finishing.



GIAMPOLINI MASONRY RESTORATION

Repair, restoration, conservation, and preservation of historic building facades: building cleaning, concrete restoration, plaster and cast stone restoration, historic window refurbishment, sealant and selective waterproofing work, and specialty general contracting.



ACOUSTICAL CEILINGS & PANELS (ACT)

The company's newest division, launched about two years ago and gaining momentum: acoustical ceiling and panel systems for commercial interiors, built on the same field execution and project management as the rest of the group.

CLIENTS

General contractors, corporate end users, building owners, and institutional facilities across the Bay Area.

SELECT PROJECTS

Giampolini Group's portfolio reflects the trust it has earned from high-profile, well-known customers, from technology campuses and headquarters to one of San Francisco's landmark churches.

TECHNOLOGY CAMPUSES & HEADQUARTERS

Facebook Campus: Decorative, exterior, waterproof, graphic, industrial, interior, and special coatings.

Lyft HQ: Decorative, exterior, graphic, and interior painting, plus wood finishing.

Airbnb: Drywall, finished ceilings, and metal framing.

Stripe: A full wall and ceiling package: metal framing, gypsum wallboard assemblies, finish taping, finished ceilings, fireproofing, insulation, and soundproofing assemblies.

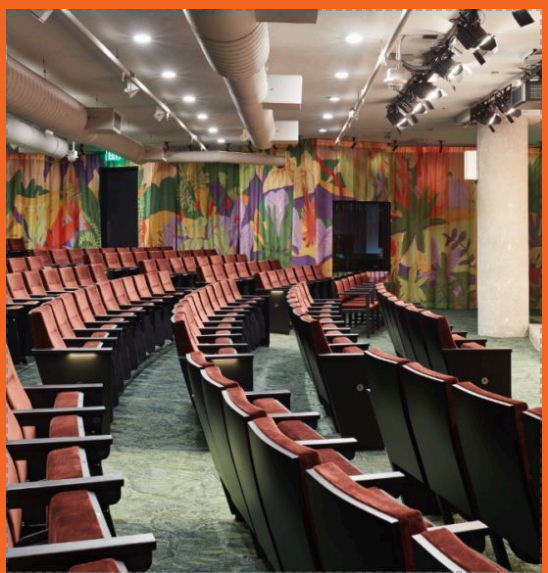
HISTORIC RESTORATION

St. Dominic's Church: Masonry restoration on the Gothic Revival landmark in San Francisco's Pacific Heights.











05 · THE CASE

WHY THIS ROLE

01

BUILD, DON'T INHERIT

Lead the accounting and finance department, with the authority to shape the team, the processes, and the close.

02

A DIRECT LINE TO THE CEO

Work side by side with a fifth-generation CEO who is investing in the company's financial infrastructure.

03

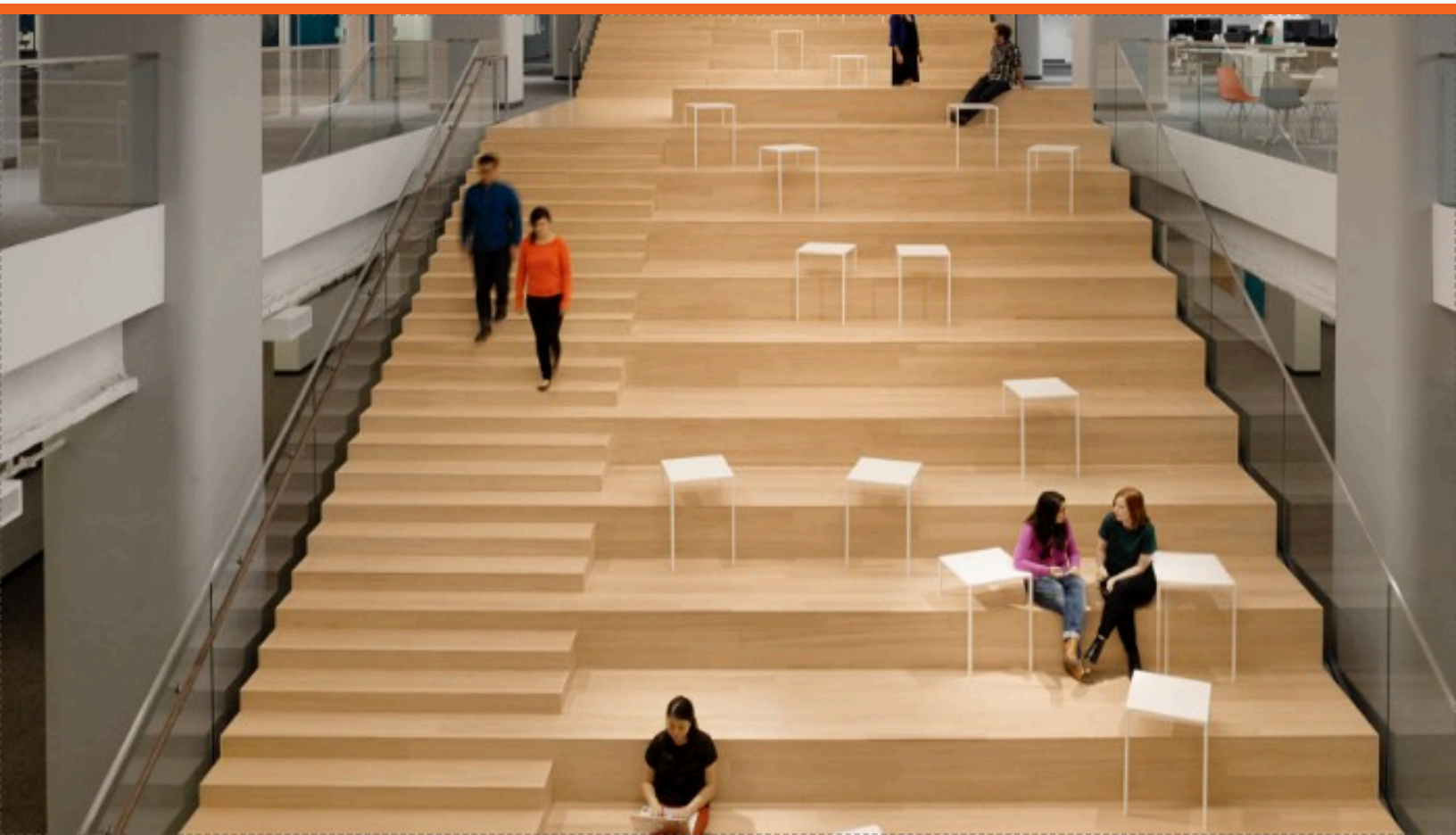
NUMBERS THAT RUN THE BUSINESS

Own WIP, cash, and reporting, and turn them into information project and field leaders use every week.

04

A CENTURY OF FOUNDATION, ROOM TO GROW

Join a 114-year-old Bay Area name that's investing in its next chapter.



06 · THE ROLE

THE OPPORTUNITY

Giampolini Group has four divisions, a portfolio of well-known Bay Area work, and a CEO focused on tightening the operation and building the financial infrastructure its next stage of growth requires. To lead that work, Giampolini is seeking a Vice President of Finance and Accounting to lead and rebuild its accounting and finance department.

Reporting to CEO Brady Scott, the VP of Finance and Accounting will own financial reporting, WIP, revenue recognition, cash, and the month-end close, and will build and develop the team that delivers them. This leader will bring strong construction accounting experience, connect the numbers to the jobs, and give leadership and project teams timely, accurate information to run the business. Giampolini is looking for a mature, collaborative leader who earns trust across the field and office and develops the people around them.

REPORTS TO Brady Scott, Chief Executive Officer **LOCATION** Emeryville, California

THREE CORE PILLARS

01

REPORTING & CLOSE

Own timely, accurate financial reporting, WIP, revenue recognition, and the month-end close.

02

CASH & CONTROLS

Own the 13-week cash flow, billing, and collections, and build controls that protect data integrity and compliance.

03

TEAM & SYSTEMS

Lead, rebuild, and develop the accounting and finance team, and get full value from Vista.



07 · THE WORK

KEY RESPONSIBILITIES

01 Own the monthly close and deliver timely, accurate financial statements and analysis to the CEO and leadership team.

02 Own the WIP schedule, cost-to-complete, and revenue recognition, and keep billings aligned with progress on every job.

03 Own the 13-week cash flow forecast, and drive billing, collections, and change order follow-up with project and field teams.

04 Oversee accounts payable, accounts receivable, payroll, and job cost accounting for accuracy, compliance, and timely processing.

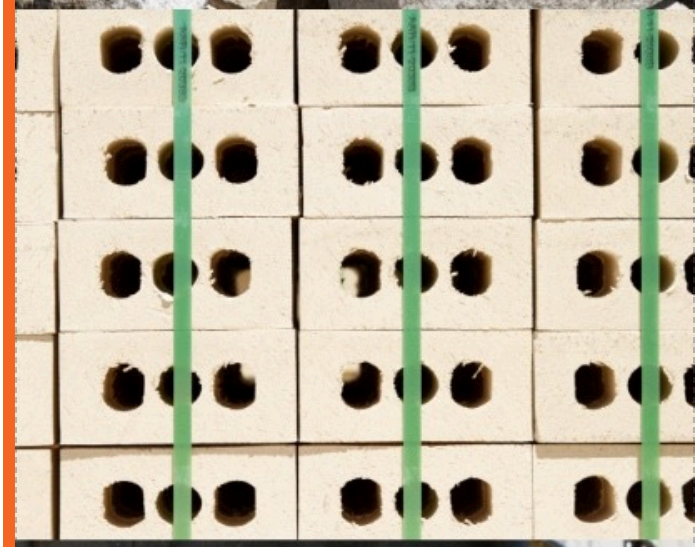
05 Turn job cost and WIP reporting into clear metrics and analysis that project managers, field leaders, and the leadership team use to run profitable jobs and make decisions.

06 Strengthen processes, controls, and systems, including Vista (Trimble Viewpoint), to drive efficiency, data integrity, and GAAP compliance.

07 Lead, rebuild, and develop the accounting team, with clear roles, cross-coverage, staff training, and room to grow.

08 Support budgeting and tax planning and serve as the main point of contact for external auditors, banking, surety, and insurance partners.







THE IDEAL CANDIDATE

- 10+ years of accounting experience, including progressive leadership as a controller, director of accounting, or finance leader in construction. Specialty or self-perform trade contracting is ideal; general contracting is also relevant.
- Deep knowledge of construction accounting and GAAP: WIP, job costing, percentage-of-completion revenue recognition, change orders, retention, and over- and underbillings.
- Hands-on experience with Vista (Trimble Viewpoint) preferred; experience with other construction ERP systems considered.
- Working knowledge of construction payroll in a high-volume, field-heavy environment.
- A record of building or rebuilding an accounting team and bringing structure, process, and controls to a function that needed them.
- A mature, collaborative, high-integrity team player who leads and develops others, gives and receives direct feedback, and earns trust with both field and office teams.
- Business sense that connects accounting to field operations and job profitability, and the ability to explain the numbers clearly to project managers, superintendents, and leadership.
- Urgency, self-direction, and a willingness to roll up their sleeves. Comfortable in a family-owned company without a large corporate support structure.
- Bachelor's degree in accounting, finance, or a related field required; CPA preferred.





09 · CONTACT

THE SEARCH TEAM

To learn more about this opportunity, please contact the CarterBaldwin search team:

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