

FINANCE/PLANNING

- Developed strategic turnaround forecast plan for \$1 billion, multi-division retailer used to favorably re-negotiate long-term debt interest rates.
- Led comprehensive GASB 34&35 financial statement reporting conversion.
- Prepared business plan for bank presentation regarding possible multi-million dollar merger/acquisition.
- Established formal, documented process for the annual strategic planning and goal alignment of a \$250 million organization.
- Developed budgets and monitored variances for organizations ranging in size from \$10 million to over \$2 billion.
- Created customized line of business reporting across multiple industries.
- Turned around underperforming \$40 million division location and prepared for sale.

COST REDUCTION/PROCESS IMPROVEMENT

- Inventory control/cost analysis projects targeting system maintenance, transaction accuracy, and compliance resulted in over \$2,000,000 in cumulative savings.
- Increased year over year installment plan collection rate 10% (\$700,000).
- Reduced plant operation overtime costs 25% (\$75,000) by optimizing coverage schedules.
- Increased gross margin from 18% to 21% by strengthening supply chain management.
- Saved \$120,000 annually by establishing graduated commission payment structure.
- Reduced days-sales-outstanding (DSO) in multiple industries by reengineering credit & collection processes. Improved collection rates without increasing collection costs.
- Built general and cost accounting departments from ground level by developing staff, documenting procedures and establishing controls.

ERP/TECHNOLOGY

- Successfully implemented fully integrated ERP software package on time and under budget.
- System implementation projects include ERP/MRP, electronic work order, inventory, fixed assets, events scheduling, grants, workflow, retail point-of-sale (POS) and return of Title IV federal funds.
- Developed cost effective alternative for calculating \$35-40 million of monthly fuel sales taxes during phase one of SAP implementation.
- Implemented over 50 technology driven enhancements resulting in cost, cycle time, and headcount reductions and/or expanded management decision-support capacity.