

## OPERATIONS MANAGEMENT / SR. FINANCIAL EXECUTIVE LEADER

### EXECUTIVE PROFILE

#### *Strategic Planning*

#### *Financial Strategy &*

#### *Budgetary Oversight*

#### *Cross-Functional Team*

#### *Leadership & Support*

#### *Cost Control*

#### *G.A.A.P.*

#### *Operations Management*

#### *Financial Forecasting*

#### *Tax and Audit*

#### *International Business*

- ❑ **Highly accomplished and focused** global Sr. Financial Executive with proven competencies in strategic financial planning and expertise in Operations Management. Fosters productive partnerships with internal stakeholders and clients, resulting in the attainment of corporate goals.
- ❑ **Noted for strong leadership**, team building, and motivational training and coaching. Proactive with a total commitment to streamlining operations and controlling costs. Focused on values, corporate objectives, and strategic planning to directly impact the success, growth, and profits of a business.
- ❑ **Recognized by peers, subordinates, and senior leadership** for tenacity and the ability to gracefully handle the dynamics of a rapidly changing environment. Serves as a collaborative business partner; excellent communicator with the ability to present financial reporting to target audiences in an easily-understood format.

### PROFESSIONAL EXPERIENCE

#### **Proplanner, Inc.** Kansas City, MO

2006 – Present

#### *Vice President Finance / Finance Director* for \$10-million dollar interactive studio

Maximize access, share, and profitability with stringent internal controls and financial analysis. Proactively build, inspire, motivate, and nurture relationships with cross-functional teams and customers. Develop process improvements to better assist with pull-through programs. Conduct effective financial analyses as part of identifying growth and revenue-generating opportunities.

#### Key Contributions & Results:

- **Key strategist in** financial reporting, cost analysis, and quarterly forecasting. Created Excel-based dashboard based on key operational metrics used to drive business planning. Instrumental in implementing Sarbanes-Oxley compliance.
- **Results- and growth-oriented**, and excellent communicator with an outstanding ability to present financial information in easily understood formats.
- **Demonstrated operational efficiency** through process improvement and employee training which streamlined project reporting and customer billing, reduced day's sales outstanding from 96 to 58, and provided improved project phasing reports to key clients.

#### **Advanced Matrix Technology, Inc.,** Kansas City, KS

2002 – 2006

#### *Vice President Finance / Corporate Controller* for \$30-million commercial printer with three production facilities and 250 employees.

Successfully managed profit and loss objectives for the entire corporation.

#### Key Contributions & Results:

- **Strategic selection and implementation** of new operational and financial software package and new cost accounting system which improved overall financial reporting functions and cost control processes.
- **Secured new \$3M** line of credit which allowed for continued company growth and infrastructure upgrade.
- Created and implemented new budgeting model and financial reporting package which **streamlined financial reporting, cost control**, credit management, and management of finance and accounting staff for commercial printer.

**Natural Environmental Systems, LLC.,** Overland Park, KS

2001

*Consultant* for U.S. distributor of water gardening products.

Provided consulting advisory services to solidify cash flow.

Key Contributions & Results:

- **Acquired and solidified \$1.9M** additional VC financing to continue with company's growth and ROI initiatives.
- **Interim CFO for distributor** and managed five U.S. and Canadian distribution centers.

**Monster.com,** Des Moines, IA

1998 – 2001

*Group Vice President* (2000 – 2001) for \$50 million IT job search Web site with 160 employees.

Assumed positions of increased levels of responsibility throughout three-year tenure. Served initially as a Financial Advisor in (1998-1999), was promoted to Vice President of Finance (1999-2000) and subsequently promoted to current title in 2000. Managed bottom-line growth and headed product team to redesign and redevelop Web site.

Key Contributions & Results:

- Provided unsurpassed **increases in revenue of 185%**, from \$16.3M in FY 1999 to **\$46.4M in FY 2000**.
- **Negotiated \$45M sale** as well as built and streamlined financial systems in preparation of Monster.com acquisition.
- **Substantially increased** sales force from 16 to 38 and expanded customer base from 3,900 to more than 8,000.
- **Delivered \$21.4M** or 46% EBITA in FY 2000 and successfully implemented Siebel CRM system and 3<sup>rd</sup>-Party Telesales Program.

**Alcatel-Lucent,** Kansas City, MO

*Executive Vice President/CFO/Corporate Controller* (for \$20-million global operating system software company with 215 employees.

- Handled finances for U.S., Japan, France, England, and Germany operations. Actively participated in directing and designing growth strategies and corporate consolidations.

**ITW Packaging Solutions, Plant Controller**

**Con Global Industries, Assistant Plant Controller**

**American Body Company, Assistant Controller/Officer Manager**

**CAMAC Energy, Revenue Tax Accountant/Revenue Accounting Technician**

EDUCATION & AFFILIATIONS

---

**Bachelor of Business Administration, emphasis in Accounting**

UNIVERSITY OF MISSOURI, Kansas City, KS

LinkedIn: <http://www.linkedin.com/pub/clarkjefferson/10/727/966>

*Software:* Windows, Word, Excel, PowerPoint, Access, Visio, Great Plains Accounting, Solomon IV, PeopleSoft, Hyperion, Crystal Reports