

Michael Jones

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Chief Financial Officer

Persistent, innovative corporate leader combining financial expertise with a proven track record in operations, national sales, manufacturing environments, and technology implementation. Oversee multiple business units, developing and growing new markets while improving the profitability of existing ones. Reputation for being a *numbers person* with broad operational expertise who establishes stakeholder confidence through actions that raise the bottom line. Hands-on client relations style, personally building lucrative relationship with retail giant Wal-Mart. Certified Public Accountant.

Areas of Expertise:

Business Strategy Development ~ Profit & Loss ~ Expense Control ~ Policy Formation
Market Assessment ~ Entity Formation ~ Process Improvement ~ Tax Planning

FINANCIAL LEADERSHIP SUMMARY

XXX Company, Atlanta, GA

1998–Present

Chief Financial Officer

Exercise broad authority over the sales, marketing, and operational functions for 16 business units. Develop financial, human, and intellectual capital; maintain full accountability over finance and accounting, banking and cash management, budgeting, risk management, tax and regulatory compliance, and information systems; and oversee 29 reports throughout the enterprise.

Operational Achievements:

- Improved profits 40% over a 5-year period through purchase economies and production flow enhancements.
- Cut payroll costs 25% through leveraged technology and comprehensive evaluation of the manufacturing process to determine optimal labor requirements.
- Reduced turnover rate 35 percentage points (from 42% down to 7%) by implementing meaningful employee incentives and peer evaluation processes.

Technology Achievements:

- Implemented world-class ERP system at a fraction of the industry standard cost; saved up to \$600,000 and system has never failed.
- Enabled reciprocal dialogue with product line consumers by positioning e-business solution to provide extranet and intranet capabilities; solution estimated to offer \$750,000 annual cost savings.
- Directed resources to develop successful Web-based business to consumer strategy with an estimated potential value of \$3 million annually.

Sales Achievements:

- Developed \$5 million business unit after recognizing that production capacity afforded a profitable opportunity in this niche market.
- Established profitable relationship with world's largest retailer (Wal-Mart) through personal executive selling strategy.
- Increased annual sales in major markets 12% on average by working directly with field sales staff and teaching them how to leverage sales numbers.

Continued...

YYY Company, Roswell, GA

1993–1998

Manager / Certified Public Accountant

- Improved client's cash flow and profitability by studying common-size industry financials and statistics and identifying savings opportunities.
- Increased sales and margin at a closely held operation by suggesting new sales strategy based on item profitability.
- Served as CFO-for-hire in publishing corporation; re-focused business on most profitable segments and re-positioned staff.
- Promoted through manager position (just below partnership); hired by XXX to promote their national interests.

ZZZ Company, Atlanta, GA

1987–1993

Certified Public Accountant

- Served as Certified Public Accountant focusing on tax compliance and strategy while enhancing understanding and execution of corporate taxation.

EDUCATION

Bachelor of Science—Accountancy

University of Georgia

Graduated *Magna cum Laude*

PROFESSIONAL MEMBERSHIPS

American Institute of Certified Public Accountants

Georgia Society of Certified Public Accountants