

FINANCIAL/OPERATIONAL EXECUTIVE with multi-faceted experience in both the fashion accessory and apparel industries. A result oriented professional whose background includes achievements in fast growth environments, turnaround situations and international operations. Recognized as a dedicated professional who can plan and deliver profitability objectives in a rapidly changing environment.

SARA LEE ACCESSORIES, New York, New York 1999 to present
Senior Director of Operations and Finance

Accountable for all activities involving foreign-sourced product, quality control, distribution, warehousing, customer service, traffic and finance. Annual operating budget of \$8 million and staff of 35.

- Established, organized, and piloted with P&L accountability, this start-up division of Sara Lee Cosmetics
- Met critical customer delivery dates through initiation and implementation of foreign-sourced product planning and control system.

ANDREW JOHN, New York, New York 1988 to 1999
Vice President of Finance and Operations

Managed all financial planning, accounting, credit and collection, data procession, customer service, foreign-sourced product, warehousing, distribution, quality control and retail store operations for leading leather jacket and apparel importer. Annual operating budget of \$10 million and staff of 120.

- Reduced inventories by \$3 million while improving customer deliveries and inventory turnover, through implementation of foreign-sourced product planning and control system.
- Improved aging of accounts receivable of amounts over 90 days by implementing stringent research and follow-up procedures for customer chargebacks.
- Revised quality control procedures and instituted customer return policy which led to significant reduction in customer returns.

NATIONWIDE INDUSTRIES 1981 to 1988
Vice President of Operations and Finance

Directed all activities involving manufacturing, foreign-sourced product, warehousing, quality control, distribution, customer service, human resources, accounting and date processing for women's handbag importer and manufacturer. Managed budget of \$12-15 million and approximately 700 people.

- Improved customer deliveries, through instituting production planning/control systems, labor controls and enforced quality control techniques.
- Reduced inventory levels, improved inventory turnover and decreased distribution costs by establishing a west coast center to receive and distribute foreign-sourced product.
- Obtained increase in productivity in manufacturing facility by reducing major bottlenecks in production, effecting reclassification and elimination of positions, and reducing the number of SKUs. This increase was obtained without serious union problems.
- Directed and managed a major renovation of Company's showroom to include over \$2 million of capital expenditures which upgraded the New York showroom and administrative offices.
- Initiated and implemented cost accounting, manufacturing and foreign-sourced product control and flow systems.
- Converted idle manufacturing capacity to a specialty manufacturing business contributing \$1 million in overall annual incremental margin.

Vue Industries, Hollywood, Florida (1982 to 1983)

Vice President of Finance

Managed all public reporting, shareholder relations, SEC compliance, state and federal taxes, acquisition due diligence, treasury function and retail store operations.

- Identified and eliminated six retail stores which were not contributing and concentrated available resources on remaining nucleus of 14 stores. At the end of the first year, the company had achieved an operating profit for the first time in five years.

Nationwide Glass Company, Columbus, Ohio (1981 to 1982)

Controller

Managed accounting, budget and distribution functions with a staff of 20.

- Improved aging of accounts over 90 days 30% to 3% over a six-month period by revamping customer contact and research procedures and converting accounts to automated system.

LIZZIE, INC., Columbus, Ohio

1979 to 1981

Audit Manager

Managed multiple staffs of professional accountants and directed operational and financial audits, acquisition due diligence, and systems installation.

- Planned and installed foreign-sourced product tracking system at fashion apparel subsidiary.

ARTHUR YOUNG & COMPANY; TOUCHE ROSS & CO.

1974 to 1979

Supervisor and Senior Auditor

Managed multiple staffs of professional accountants and directed audits of a diversified client base, including apparel manufacturers, department store retailers, distilleries and food processors. Planned and supervised completion of field audits, issuance of financial statements and report on internal controls.

EDUCATION

Certified Public Accountant and member, AICPA

B.B.A., Accounting, De Paul University, 1974.