Gary Jones, CPA

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# Senior Finance Executive

### Turnaround Specialist – Lean Manufacturing Strategy – Lean Accounting

***Core competencies include:***

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| * International Experience / Canada, U.K. | * Treasury Management / Financial Planning |
| * IT Management / ERP Systems | * Value Stream Mapping / Value Stream Costing |
| * Project Management / Activity-Based Costing | * Insurance / 401k / Pension Plan Administration |
| * Cost Accounting / Tax Compliance | * Strategic Change Agent |

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|  | Professional Experience |  |

COMPANY CONFIDENTIAL, Tulsa, OK

CONTROLLER 1998 – Present

Recruited to plan and orchestrate all aspects of finance, accounting, purchasing, computer systems, and inventory control for a manufacturing company.

* Spearheaded planning and execution of finance initiatives that significantly reduced costs.
* Obtained **$150,000** technical assistance grant from U.S. Department of Commerce.
* Championed introduction of pipe consignment program and reduced owned raw material inventory levels by 80%, **saving $70,000.**
* Structured and negotiated a 2%/net 10 day discount with major suppliers that savers **$65,000** annually.
* Played a key role in reengineering company business functions leading to major operational improvements.
* Reduced average collection period from **53 days to 34 days**. Reduced monthly financial reporting period from **10 days to 2 days**.
* Initiated and led continual inventory system that transitioned an unmanageable inventory situation into a highly functioning inventory operation with **99%** accuracy in one year.
* Pioneered innovative vendor management system to measure on-time deliveries and quality that produced critical alliances in the vendor community.
* Introduced value stream financial statements and lean-focused information and measurements that enabled the company to increase profits by identifying the financial benefits of lean improvement.
* Created a gain share variable-pay program for all employees that boosted morale and increased profits.
* Developed a comprehensive and consistent training program for new employees.
* Contributed efforts leading to the company being selected by the Oklahoma Alliance of Manufacturers for their 2003 Award of Excellence.

DPA, Tulsa, OK

**CONTROLLER**, 1997 **–** 1998

Administered all accounting and computer systems for multi-site manufacturer producing digital printing and prepress services. Challenged to revive struggling accounting and reporting functions.

* Created financial statements by location that significantly enhanced management reporting and control.
* Developed comprehensive business plan to lenders for restructuring and financing.

CATO INDUSTRIES, INC., Jenks, OK

**DIRECTOR OF FINANCE,** 1993 **–** 1996

Managed all aspects of accounting, finance, human resources, and computer systems for an international manufacturer of metal beer crowns and soda closures in their Oklahoma and Pennsylvania locations.

* Key contributor of Executive Team that revitalized operations **igniting profits to $2.5 million** in two years, after a $1 million loss in 1993.
* Streamlined process cost system, which resulted in **savings of $90,000.**
* Provided project leadership for the implementation, planning, and start-up of an integrated manufacturing and financial software system. Implemented EDI, advanced shipping notices, and bar coding of finished goods.
* Refinanced $11 million in debt, created a working capital line of credit, and managed the loan agreements that **generated $45,000 in annual interest savings.**
* **Recovered $406,000** from past tax and duty errors. Recognized for outstanding achievement and awarded bonus of $7,750.
* Served as member of steering committee challenged to revitalize corporate culture to create a customer-driven organization.
* Created mission statements, strategic plans, focal point charts and key performance indicators.
* Zapata was awarded "Select Supplier" by Anheuser-Busch in 1996.

## **Prior Experience**

IT-Maaka, INC., Tulsa, OK (manufacturer of motorcycle wheels and bearing with 37 employees)

**ACCOUNTING MANAGER**,1990 **–** 1993

ABC SYSTEMS, INC., Tulsa, OK (commercial real estate management in 4 states with 78 employees)

**CONTROLLER** 1987 **–** 1990

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|  | Education & Credentials |  |

**BBA, Major in Accounting, Minor in Finance** •University of Oklahoma, Norman, Oklahoma,

**Certified Public Accountant** **(1986)**

***Professional Affiliations:***

American Institute of Certified Public Accountants, Member 1986 **–** present

Oklahoma Society of Certified Public Accountants, Member 1986 **–** present

***Software Competencies:***  SAP, (ERP software – expert), MAPICS, (Manufacturing ERP software); Excel – expert, Access – advanced, Power Point – advanced, Word - advanced