

CFO

SELECTIONS

Eric Downs

Qualifications Summary

Eric is an experienced accounting systems expert and a charter member of the Intuit Solutions Provider program. He has worked with QuickBooks products for 15 years and has a deep knowledge of their capabilities and how they can be extended by the use of add-on software. He has helped over 200 companies install QuickBooks Enterprise Solutions, enabling them to improve their accounting processes and visibility while controlling costs and minimizing organizational disruption.

Professional History

Consulting:

Foothills Consulting Group	Owner & Senior Consultant	1998 - 2009
Cash Management Group, LLC	Accounting Partner, Manager	1994 - 1998

Corporate:

Onvantage, Inc.	Product Manager	2000 - 2001
Hewlett-Packard	Marketing Analyst	1998 - 1999
Costco Wholesale Corporation	Marketing Manager	1993 -1996

Accomplishments

Founded Foothills Consulting Group, an innovative professional service company which offered accounting systems solutions for numerous clients:

- Converted a service based company to QuickBooks Enterprise and saved over \$12K in support expenses as compared to their previous system.
- Designed and documented accounting procedures for a women's clothing retail store to track inventory purchases, reconcile credit card sales, transfer data from a POS machine to QuickBooks and create weekly financial reports.
- Implemented QuickBooks Enterprise in a game development company with revenue of \$160M a year which resulted in quicker application response time and provided a more stable platform.
- Managed a cleanup process and application optimization to provide client meaningful reports for timely visibility of their accounting data. The assessment resulted in new workflows and job descriptions for the client's accounting group.

Partner and integral member of a team at Cash Management LLC that provided financial organization and maintenance for businesses and individuals. Financial services offered included cash management, record keeping, budgeting, and variance reporting.

- Provided budget /forecast vs. actual analysis for four clients who saw an average increase in gross profit margin of 10%.
- Analyzed and advised a client on a growth opportunity which resulted in increased sales of 150% over two years.
- Closed and prepared monthly financial statements that provided decision makers with pertinent and accurate information.
- Designed and managed accounts payable systems for over 27 clients, resulting in optimized discounts and minimized interest expenses.

Licenses / Education

- Bachelor of Science, Business Administration (Finance), San Jose State University, 1993.
- Certified QuickBooks ProAdvisor since 2001
- Charter member of the Intuit Solutions Provider program
- Certified Quickbooks Enterprise Solutions ProAdvisor since 2007
- Certified Field Service Management ES Consultant Since 2007

Also proficient in Quicken, Microsoft Office, Visio, ACT!, Adobe Acrobat, Windows networking, and Sharepoint.