



Karen Odegard

Qualifications Summary

Karen Odegard is a proven executive with 30 years of experience in multiple business types including service, manufacturing, and distribution. Her strengths include operations, financial analysis, and business planning.

Professional History

Pacific AeroTech	President and Owner	1993 - 2010
Pacific Aviation Group	General Manager	1992 - 1993
	Chief Financial Officer	1991 - 1992
	Controller	1990 - 1991
Food Services of America	Director of Finance	1989 - 1991
	Corporate Accounting Manager	1997 - 1989
Korry Electronics	Accounting Manager	1984 - 1987
Arthur Young & Company	Staff Accountant	1981 - 1984

Accomplishments

- Successfully grew Pacific AeroTech from four to thirty employees, and from \$500,000 to \$18million in annual revenues.
- Led restoration of profitability at Pacific Aviation Group, resulting in successful sale of the company.
- Responsible for establishing and strengthening financial processes at multiple firms, including management of payables, receivables, payroll, financial reporting, and budgeting.
- Experienced with M&A planning and execution from both the buy and sell side, especially merging/restructuring of financial departments post acquisition.
- At Food Services of America, responsible for analysis of profitability at the division level, and recommendations for changes when needed. Also responsible for all financial reporting, risk management, computer system design, contract negotiation, and financial consulting at the branch level.
- Created business plans and projections for multiple firms as part of the Audit group at Arthur Young & Company.

Licenses / Education

- Master of Business Administration, Seattle University
- Bachelor of Arts- Business Administration (Accounting), University of Washington
- Washington State Certified Public Accountant (Inactive)