

CFO

SELECTIONS

Donald J. Stoullil

Qualifications Summary

Seasoned professional with over 20 years experience in preparing and evaluating long-range business plans, forecasts including domestic and international joint ventures. Demonstrated success in performing operational and financial management of small businesses. Skilled at effectively developing and implementing appropriate strategy and process, developing and maintaining business relationships with internal and external customers, training and mentoring teammates, and articulating decision alternatives and recommendations to executive management. Well-noted as a complex problem-solver integrating and synthesizing diverse elements providing innovative solutions.

Professional History

Resources Global Professional	Consultant	Jan. '07 – present
The Boeing Company	Senior Financial Analyst	Oct. '96 – Jan. '07
Donlin & Associates Inc.	President	June. '95 – Dec. '96
AAA Coffee Service	VP – Operations & Finance	Apr. '94 – June. '95
The Boeing Company	Finance Manager	Aug. '86 – Apr. '94
George M. Myers Construction	Controller	Feb. '85 – Aug. '86
The Boeing Company	Finance Supervisor	Aug. '80 – Feb. '85
Harter, Inc.	Financial Analyst	Feb. '80 – Aug. '80
Peat, Marwick, Mitchell & Co	Audit Senior	Oct. '78 – Feb. '80
US Air Force Audit Agency	Auditor/Audit Manager	June '74 – Oct. '78

Accomplishments

- Managed the operational aspects of multiple ongoing financial projects serving as the liaison between project and team, finance, planning, scheduling, and line management.
- Used historical and forecast data to perform trend, earned value, and variance analysis and risk assessments developing organizational plans or recommending changes to senior management.
- Facilitated division-wide strategic planning and implementation developing a forecast system to manage reporting processes based on measurements resulting in increased understanding of company market share.
- Lead client's Forecast Accuracy Team, including definition of responsibilities, coordination of reporting requirements, preparation and reporting of trend analysis, and development of group communications plan for enterprise financial targets creating a competitive advantage.
- Skillfully assisted negotiations in tough situations establishing pricing based on cash flow analysis to maintain company competitiveness and ensuring profitability. Gained trust of other parties as well as being direct and diplomatic.
- Assisted in the negotiation and maximum sales price realization for a small services business.
- Restructured manufacturing cost collection and reporting enabling tiered billing on production contracts leading to improved alignment of costs to billing and increasing revenue on a major production contract.

- Coordinated and managed expansion of a service business into a new geographic market.
- Developed and implemented customer service, route management, and performance reporting contributing to a 22% increase in monthly revenues and 100% increase in monthly profit.
- Established and facilitated a self-managed work team which doubled workload output with a 20% increase in staff over a 2 year period through automation and improved organization, communication, and coordination.
- Built and led work teams which introduced tax management and research and computing capabilities into an organization by defining information needs, and creating and implementing plans, policies and procedures.
- Simplified complex processes seeing opportunities for synergy and integration by developing risk management options to minimize exposure on \$1B financing.
- Presented evaluation of financing alternatives and impact of business structure decisions surrounding a \$100M investment in a satellite based internet service company.
- Spearheaded financial planning, evaluation of alternative equity structures, and an understanding of cost structure in support of a \$500M joint venture to develop a satellite based remote sensing technology.
- Supported proposed mergers and acquisitions valued at \$8-10 billion with financial projections, analysis, and company valuation exercises.
- Developed and managed a process for evaluating life cycle valuation for new technologies
- Supported Real Estate Syndication Project with detailed budgets and cash flow forecasting models, evaluation of various financing alternatives, identification of alternatives for structuring equity and operating cash distributions, and assessment of tax implications to investors and the developer:

Licenses / Education

- Bachelor of Arts- Accounting, Drake University, Des Moines, Iowa
- MBA, University of Oklahoma
- CPA, State of Iowa (Inactive)
- PC Skills: Extensive use of Microsoft Products (Excel, Word, Powerpoint)

Community/Professional Involvement

- Habitat for Humanity Construction
- British American Business Council
- Mercer Island Chamber of Commerce
- Junior Achievement Advisor
- Rotary International