



## Dave Brown

### Qualifications Summary

Senior financial leader with a demonstrated track record of success helping mid-market organizations evolve to market change and improve bottom-line performance. Able to combine deep functional expertise in financial and operational management with the vision, innovation, and entrepreneurial thinking necessary to position companies for maximum future growth and achieve aggressive investor/board objectives.

### Professional History

CFO Selections	Consultant	2026 – Present
West One Automotive Group/Hertz NW	President/CEO	2006 – 2024
Clothier & Head	Director	2001 – 2006
Blue Green European Holdings	COO	1997 – 2000
Cobra Golf Europe	VP-Operations	1995 – 1997
Ray Cook Golf Company	VP Finance & Operations	1990 – 1995
Vista Hill Foundation	Asst VP of Finance	1989 – 1990
Ernst & Young (San Diego)	Audit & Tax Senior	1985 – 1989

### Accomplishments

- Built KPI-driven forecasts and budgets, increasing asset and labor utilization, adding \$250K to the bottom line
- Led ERP implementation, cutting annual system costs by \$65K while supporting growth with no added administrative headcount
- Delivered cloud-based VM solution, reducing capital costs by \$190K and annual operating costs by \$48K
- Negotiated \$20–30M in multi-lender financing to support inventory needs
- Executed real estate transactions including acquisitions, dispositions, sale-leasebacks, lease negotiations, and government concession agreements
- Acquired an additional franchise brand, driving \$1.1M in revenue growth and improving rental fleet utilization by 6%

### Licenses / Education

- University of Toledo, BBA in Accounting