



David Sparks

Qualifications Summary

David brings over thirty years of experience in hands-on financial management, having directed accounting and finances for several privately owned companies in the manufacturing and distribution industries, as well as working with nonprofits. Dedicated to the production of accurate, timely, and relevant information for decision makers at all levels of the organization, David is known for his holistic approach to staff mentoring in small startups and Fortune 50 companies alike.

Professional History

Springstar Inc.	CFO/Controller	2013 – 2020
David M. Sparks, Financial Management	Principal/Owner	2010 – 2013
Double E Foods, LLC	Controller	2009 – 2010
Tai Foong USA, Inc	Controller	2005 – 2009
Olympic Security Services, Inc	Controller	2000 – 2005
CFO2Go, Inc	Founder/Principal	1989 – 2000

Accomplishments

- Analyzed profit contributors and return on investment, resulting in reduced storage and interest expense of \$250M through elimination of 40% of product line
- Implemented web-based online database with reporting and inquiry system (PivotLink) to empower sales and procurement personnel, resulting in a 25% increase in sales.
- Accomplished paydown of 1/3 of credit line balance within two weeks of bank demand through vigorous collection efforts and tight disbursement control.
- Procured bank line of credit to finance doubling of business from \$25M to \$50M after existing lender declined renewal.
- Established budgets, supported by variance reporting and analysis, for thirty remote operating units, enabling increased control over operations and resulting in a turnaround in several previously unprofitable locations.
- Designed accounting system and selected and implemented appropriate ERP software to enable reporting and analysis at multiple vertical levels, as well as horizontally, throughout operations, significantly enhancing management's insight into profitability and problem areas and improving focus and decision-making.
- Directed reorganization of 501(c)3 client, bringing additional financial expertise to the Board which attracted new donors and resulted in a 20% increase in income.
- Redesigned and implemented an accounting system for a nonprofit / governmental hybrid entity to improve internal controls over cash and reporting and to satisfy state audit findings.

Licenses / Education

- Accountancy Certificate, Equivalent to US Bachelor's Degree – University of Cape Town