



Dohn Johnson

Qualifications Summary

Dohn is a Senior Financial Executive with over thirty years of documented success leading the accounting and finance functions for both start-up organizations and large global Fortune 100 enterprises. His versatile industry background spans international manufacturing, retail, technology, and distribution organizations, and he brings a reputation for excellence in developing strong finance teams, enhancing internal controls, guiding corporate financing strategy, and improving reporting capabilities.

Professional History

Ammex Corporation	Global Chief Financial Officer	2010 - 2018
Flow International Corporation	Corporate Controller/ Principal Accounting Officer	2007 - 2009
Savers, Inc.	Corporate Controller	2001 – 2007
Answers.com, Inc.	Treasurer/VP of Finance & Administration	2000 - 2001
Wizards of the Coast (Hasbro)	Corporate Controller	1997 - 2000
Paccar Automotive, Inc.	Financial Planning Manager	1994 – 1997
Gateway Athletic Club, Inc.	Controller	1992 – 1994
Bank & Office Interiors, Inc.	Accounting Supervisor	1990 - 1992

Accomplishments

- Managed domestic and international accounting departments at multiple companies.
- Designed and implemented cost-saving process improvements, including:
 - Established international tax structure to maintain optimal efficiency, resulting in \$1M savings annually.
 - Reduced Workers Compensation costs by 23% (\$1.4M) annually
 - Reduced bank charges by \$1.5M annually through renegotiations.
 - Created reporting and profitability metrics to continue focus on higher margin product lines, increasing gross margin by 5.0% in 18 months.
 - Established international billing and collections processes to speed cash flow (DSO 109 to 43)
- Negotiated agreements, performed due diligence, and led transition teams during the M&A activity for several multi-million-dollar companies.
- Successfully raised both debt and equity financing at multiple firms.
 - Established \$1M Line of Credit for equipment leasing,
 - Raised over \$250M of private equity and \$330M of debt financing

Directed software system implementation and conversions including Solomon and Great Plains

Licenses / Education

- Masters in Business Administration – University of Washington
- Bachelors in Business Administration – Accounting, Gonzaga University
- Certified Public Accountant – Washington State