



## Jonathan Nofziger

### Qualifications Summary

Jon brings an entrepreneurial mindset combined with 20+ years of financial expertise and discipline to guide small and middle market closely held and family businesses in the wholesale distribution, manufacturing, retail, and service industries. Additional areas of expertise include mergers and acquisitions, private equity placements and international startups.

### Professional History

CFO Selections	Consultant	2022 – Present
Etesia Consulting Group, Inc.	Consulting CFO	2016-2022
RJB Wholesale, Inc.	Controller	2010-2016
Pioneer Mining Group	Controller	2008-2010
Windswept Capital	Managing Director	2005-2008
Ansonia Clock Company, Inc.	VP - Operations	2000-2005

### Accomplishments

- Successfully modeled financial forecasts for new business division that increased revenue and profits by 25%.
- Created Landed Cost model to reflect material expense more accurately. Increased gross margin by 6%, bringing the company from a \$1M loss to a \$2M profit in 18 months.
- Coordinated formal audits with lenders and outside CPA firm. Audits received 100% approval.
- Developed inventory management system leading to a recovery of \$2M in unaccounted inventory.
- Improved cash management and revenue forecasting which reduced reliance on Bank Line of Credit by 50%
- Increased profit margin 10% utilizing Data Analytics and KPI analysis to accurately forecast seasonal sales trends, optimize the raw material supply chain, and inventory production.
- Updated Payroll and HR procedures to ensure compliance and improve employee review process.
- Developed and implemented strategic plan for startup gold mining enterprises in Chile and Mexico.

### Licenses / Education

- Bachelor of Science from the University of Washington, Honors: Magna Cum Laude, Member Phi Beta Kappa
- Executive MBA for the University of Washington Foster School of Business