



Mark Detillion

Qualifications Summary

Senior financial executive with extensive experience spanning all functional areas of accounting, finance, sales, marketing, operations, and information technology. Integrity based leadership style characterized by dedicated hard work, roll-up your sleeves and lead by example mentality. Proven track record of planning and executing comprehensive profitability and performance improvement plans delivering increased shareholder value via successful turnarounds in fast-paced/high-growth environments.

Professional History

DriveShop	Chief Financial Officer	2015 – 2019
Detillion Consulting	Consultant	2012 – 2014
Windstar Cruises	Chief Financial Officer	2011 – 2012
Ambassador's International Inc.	Chief Financial Officer, Chief Restructuring Officer	2009 – 2011
Cruise West	Vice President of Finance & CFO	2001 – 2009
Shilo Inns	Chief Financial Officer	1999 – 2001
Holland America Lines (HAL)/	Director of Finance	1995 – 1999
Holland America Westours	Controller (multiple divisions)	1989 – 1995
	Project Manager – Financial Systems Implem.	1988
	Accounting Manager	1986 – 1989
	Staff Accountant	1985 – 1986

Accomplishments

- Established management reporting processes - strategic planning, budgeting, forecasting and cash flow management that led to EBITDA improving from breakeven to more than \$10.8M in 4 years.
- Orchestrated the successful buyout of the company's minority shareholders. This process included; valuation of shares, negotiation of a \$25M vessel sale/leasebacks and negotiation of an \$18M revolving credit facility.
- Drove the completion of a debt/equity exchange that reduced corporate debt by \$48M.
- Retained post-acquisition by new ownership and implemented profitability improvements that directly led to the company improving EBITDA by approx. \$12M over the prior year.
- Identified and implemented numerous cost saving initiatives: Insurance \$1.0M, audit \$250K, third party vessel management \$1.0M, and other operating expenses \$300K.
- Led the M&A due diligence in acquiring two additional vessels for \$16M and orchestrated the successful first year integration that resulted in a \$5.7M positive EBITDA return (35% ROI).
- Re-engineered/streamlined the monthly close process resulting in an improvement from 75 to 15 days.
- Part of management group that achieved after tax Net Income increase of 90% (\$145M) in five years through the effective use of timely and accurate financial analysis, culminating in a 200 page monthly financial package that was integral in managing the business and meeting the organizations goals and objectives.

Education / Certifications

- Bachelor of Arts in Accounting, University of Washington