



## Tom Virgin

### Qualifications Summary

Tom has a track record of growing and scaling diverse companies across various industries. He is respected for building top-performing teams and is experienced in building efficient public company level controls and processes. His signature strengths include financial accounting and reporting, auditing, capital raising, business model creation and analysis, mergers and acquisitions, treasury management, and human resources. Known for cultivating winning corporate cultures, he has been recognized as CFO of the Year for private companies by the Puget Sound Business Journal and has led Human Resources at two companies acknowledged as the Best Places to work in Seattle.

### Professional History

Consulting	Advisor and CFO	2018 - Current
Phytelligence, Inc.	Chief Financial Officer	2016 - 2018
Ominto, Inc.	Chief Financial Officer	2015 - 2016
Hipcricket, Inc.	Chief Financial Officer	2007 - 2014
Talyst Inc.	Executive Vice President and CFO	2005 - 2007
WizKids LLC	Vice President of Finance and Administration and CFO	2001 - 2004
T&W Financial, Inc	Senior Vice President and CFO	1999 - 2000
Seafirst Bank	Senior Vice President and Controller	1983 -1999
John L. O'Brien & Company	CPA	1978 - 1983

### Accomplishments

- CFO at six companies in a variety of industries, three public and three private with two successful exits.
- Raised over \$150M including PIPE, VC, Home Office and debt.
- Led Finance team for 2007 \$18M IPO and sale of the company for \$68M.
- Led finance team that created a new game category selling at 19x return on investment in less than three years of operations. Sales grew from \$2M to \$34M in three years.
- Reduced closing to three days for a \$17B (assets) commercial bank with over \$1B in annual revenues and 7,000 employees.
- Led process for uplisting to NASDAQ, including S-1 and US, Europe, and MENA road show.
- Highly experienced with controllership and accounting.
- Has managed staff ranging from 1 to 150.
- Managed annual revenues ranging from \$2M to over \$1B.

### Licenses / Education / Affiliations

- Master of Business Administration - University of Washington
- Bachelor of Business Administration - University of Washington
- CPA - State of Washington