



Robert Thompson

Qualifications Summary

Rob is an experienced finance executive with an entrepreneurial spirit and a career built around helping companies of all sizes and ownership structures accelerating growth, capitalize on opportunity, and improve financial and operational performance. He is a leader who first understands the story behind the numbers and then assists business executives and stakeholders in understanding the strengths and weaknesses of their business, working with them to improve operating processes through new or refined systems, mutually beneficial partnerships, or sound capital planning.

Professional History

Thompson & Associates	General Manager	2008 - Present
Hallmark Inns & Resorts	Senior Vice President and Chief Financial Officer	2010 - 2018
Efficere Technologies	Chief Financial Officer	2005 – 2009
Schmitt Industries, Inc.	Chief Financial Officer	1998 – 2005
Meyer-Thompson & Associates	General Manager	1996 – 1998
R.C. Thompson & Associates	General Manager	1990 – 1996
Burns Bros., Inc.	Secretary/Treasurer	1983 - 1990
Pacific Power & Light	Financial Manager	1982 – 1983
Touche Ross & Co.	Senior Manager	1973 - 1982

Accomplishments

- Part of the senior management team at multiple companies and organizations, with primary responsibility for strategic planning, goal setting, creating work plans, evaluating results, and implementing changes to meet objectives.
- Built strong financial structures through developing a network of capital sources then drawing on those sources to properly capitalize the organization.
- Directed financing efforts including bank debt, private equity, and angel investors.
- Managed M&A efforts to acquire strategic partners and businesses, and also divest companies and assets no longer essential to success.
- Served as turnaround consultant for distressed business both privately and as a Bankruptcy Trustee.
- Developed strong accounting and reporting structures for all employers and clients that controlled finance and accounting operations as well as provided best-in-practice accountability and communications to all stakeholders.
- Developed management processes to effectively manage cash flow.
- Introduced or enhanced strategic planning processes in various organizations that drove growth organically and via acquisitions.
- Experience in operations roles including IT, HR, administration, and communications.

Licenses / Education

- Bachelor of Arts – Business, Washington State University
- Bachelor of Arts – Accounting, Washington State University