



## Douglas Blair

### Qualifications Summary

Dedicated professional with proven business development acumen and extensive financial leadership experience in diverse industries. Adept at strategic planning and analysis, cash forecasting, and audits. Innovates to translate business needs into results-oriented operational processes.

### Core Expertise

Budget Development & Management • Forecasting • Financial Reporting • Capital Budgets • General Ledger and Closing • Payroll • Credit / Collections • Bookkeeping • Audits • Taxation • Scenario Analysis • Internal Controls • Strategic Planning • Banking Compliance • Staff Management & Development • Accounting System Implementations • Benefits Administration • Treasury Operations • Business Development • Due Diligence

### Professional History

ASP	Consultant	2011 – Current
Harley Exteriors	Window Replacement	Controller
Dogwood Industries	Construction / Steel Mfg	Controller
Harper Engineering	Aerospace Manufacturing	Controller
Covalon Technologies	Medical Equipment Mfg	Controller
Cenorin, LLC	Medical Equipment Mfg	Controller
First Sound Bank, Leasing Division	Banking	Controller
Puget Sound Leasing Co, Inc	Equipment Leasing	CFO
The Summit at Snoqualmie	Hospitality – Resort Operations	Controller
Sanofi Diagnostics Pasteur	Bio-Tech Manufacturing	Manager – Fin Rptg

### Accomplishments

- At Harley Exteriors, cleaned up GL for Private Equity Acquisition and conversion to NetSuite
- At Harper Engineering, Secured PPP Loan for continued operations during COVID
- At First Sound Bank, managed and negotiated the sale of large lease portfolios to various banks
- At Puget Sound Leasing Co., developed and implemented efficient process for packaging and selling complex portfolios of leases. Negotiated both term loans and credit facilities
- Achieved various multi-state sales tax, personal property tax, and collateral audits without incident
- Analyzed costs associated with new products and staffing to develop budgets, financial models, and strategic plans
- Prepared financial models and analysis and assisted owners with negotiating term sheet for sale of company
- Spearheaded and oversaw transition from custom system to off-the-shelf, fully integrated bank-compliant accounting, lease origination and billing system software (InfoLease) in 2007
- Developed company handbook, 401K plan, and bonus plan during company growth from 10 to 60 employees. Administered payroll, benefits, employee performance reviews, and benefits orientation
- At Sanofi, designed and managed zero-based annual budget
- Trained 11 staff members to transition accounting processes from one office to another

### Education / Licenses

- Bachelor of Arts- Business Administration, Accounting concentration, University of Washington

### Software

- MAS90 • Oracle • Great Plains • QuickBooks • Jack Henry • InfoLease • JD Edwards • Foundation • Aptean • Sage • Conversion to NetSuite • Avalara Sales Tax • Most payroll platforms (ADP, Paylocity, Paychex) • Advanced user of Microsoft Word and Excel