



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 • Payroll • Credit & Collections • Bookkeeping • Audits • Taxation • Scenario Analysis • Internal Controls • Strategic Planning • Banking Compliance • Staff Management & Development • Accounting System Implementation • Benefits Administration • Treasury Operations • Business Development

Professional History

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| ASP | Consultant | 2011 – Current |
| First Sound Bank, Leasing Division | Senior Vice President, Controller | 2008 – 2011 |
| Puget Sound Leasing Co., Inc. | CFO Financial Manager | 1999 – 2008 |
| Ski Lifts Inc DBA The Summit at Snoqualmie | Controller Accounting Manager | 1998 – 1999 |
| Sanofi Diagnostics Pasteur | Manager of Financial Reporting | 1997 – 1998 |
| Midcom Communications Inc. | Accounting Manager | 1997 |
| Polymer Technology International Inc | Accounting Manager | 1995 – 1996 |
| City of Bellevue | Financial Analyst | 1990 – 1995 |
| GTE Corporation | Staff Accountant / Budget Analyst / Financial Systems Administrator | 1984 – 1990 |

Accomplishments

- 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 processes 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 Pro • Jack Henry • InfoLease • JD Edwards • Microsoft Word & Excel