

ROBERT POTTER



QUALIFICATIONS SUMMARY

Robert Potter is a hands-on, results-oriented financial leader with over 30 years of finance, administration and operations experience in manufacturing, wholesaling, distribution and retailing industries.

PROFESSIONAL HISTORY

CFO Selections	Consultant	2023 – Present
Kinco Gloves	CEO	2019 – 2023
	CFO/COO	2010 – 2019
Superior Tire Service, Inc.	CFO	2006 – 2010
Celerity Group, Inc.	Controller	2003 – 2006
Hanna Carwash Systems, LLC	CFO/VP Manufacturing	2001 – 2003
Rockmount Research and Alloys, Inc.	General Manager	2000 – 2001
Triquest Precision Plastics, Inc.	Controller/Director of Finance	1992 – 2000

ACCOMPLISHMENTS

- **Financial Analysis & Reporting:** Created financial and operations reporting systems that provided timely, relevant, and detailed information, including key metrics.
- **Strategic Planning:** Led development and implementation of 3-year strategic plans, enabling companies to scale systems for rapid and effective growth with minimum impact to customers.
- **Mergers & Acquisitions:** Conducted due diligence and post-acquisition integration for purchase of businesses in adjacent markets. Relocated manufacturing and retail operations.
- **Capital Management & Funding:** Doubled available capital for growth by transitioning to a new lender, which allowed the company to support growth and weather downturns.
- **Operations Optimization & Process Improvement:** Improved fill rates 30%+ by leading selection and installation of automated inventory demand management and requirements planning systems. Additionally, increased warehouse fulfillment efficiency 42% and decreased errors 55% by sourcing and implementing integrated barcode fulfillment systems, as well as leading selection and installation of a full-scale WMS.
- **Talent Management:** Created an employee-centric workplace culture, built bench strength by hiring the right people and prioritizing mentorship and internal career development.
- **Cost Optimization:** Delivered \$250,000 in warranty and manufacturing cost savings and boosted gross margins by leading a corrective action team that addressed nearly 150 issues within the first 6 months.

LICENSES & EDUCATION

- MBA in Accounting - University of Oregon
- BA major in German - California State Polytechnic University, Humboldt
- BA major in French - California State Polytechnic University, Humboldt