

JACK JEFFERSON
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An accomplished finance professional with more than ten years of experience in budgeting, strategic and long-range business planning, cash management, financial analyses, research, business reviews, mergers and acquisitions, cash management, and treasury operations.

EXPERIENCE

XYZ Utility Company, Inc., Torrance, California

2008-Present

Director of Financial Planning and Analysis

Report directly to the Chief Financial Officer. Lead financial analysis, long-range planning and the annual budget process for a major utility company with \$300 million in revenues, 2,000 employees, and operations in Nevada, California, North Carolina, New York, Illinois, Louisiana and Montana.

- Introduced and implemented new planning and forecasting techniques that were used to create the company's annual budget. This consists of templates and guidelines for gathering and consolidating financial forecasting information.
- Lead the long-range business planning process. The resulting strategic plan was presented to the Board of Directors at their annual planning meeting.
- Perform mergers and acquisition evaluation analyses, and develop modeling and scenario analyses.
- Develop and implement financial analysis functions, including the establishment of key metrics and guidelines for monthly variance reporting. This process makes it easier for senior management to understand key facets of the business.
- Serve as the Treasurer on an interim basis and established banking policies to eliminate fraud, saving the company thousands of dollars.
- Developed and implemented re-defined SG&A expenses that better tracked and monitored expenses in order to implement cost-saving programs.
- Assist with the preparation of SEC filings, such as the annual 10-K and quarterly 10-Q. Prepare various analyses used in these reports and responsible for writing the Management Discussion and Analysis (MD&A) for the filings.
- Perform competitor and industry benchmarking analyses.
- Plan, organize and lead the Controller's annual conference, which brings together all financial personnel from subsidiary operations.

Air California, Santa Monica, California

2003-2008

Director of Planning and Analysis

Reported directly to the Chief Financial Officer. Responsible for all aspects of company-wide financial planning for a major aerospace company with annual revenues of \$500 million, 3,000 employees, and operations across the nation.

- Hired and supervised staff that was responsible for the preparation of financial and banking reports on a weekly, monthly and annual basis. Served as a mentor to my employees.
- Introduced and implemented new planning and forecasting tools that were used in monthly reporting results to senior management.

JACK JEFFERSON**Page Two****Air California, Continued**

- Participated in evaluation of acquisition targets and was responsible for integrating acquired companies.
- Played a major role in the disposition of non-core business units.
- Was responsible for the company's treasury functions and cash management. Developed and implemented cash flow forecasting techniques in order to better monitor the company's overall cash position.
- Successfully negotiated the restructuring of the senior's credit agreement. As a result, the company was able to stay afloat in times of tighter cash flow and downturns in the business environment.
- Headed up the working capital taskforce reductions team, which studied, monitored and implemented cash flow-saving policies.

National Autos, Inc., Burbank, California

1998-2003

Director of Planning and Analysis

Responsible for all aspects of company-wide financial planning for a major auto parts manufacturer with annual revenues of \$600 million, 6,000 employees and operations throughout California. As a member of the senior management team, reported directly to the Chief Financial Officer.

- Supervised a staff of four financial analysts; hired and trained new employees. Employees prepared reports, including the weekly financial report that went to the president of the company, P&L forecasts, cash flow forecasts, the annual plan, and five-year forecasts.
- Evaluated potential acquisition targets, new startup business opportunities, joint venture undertakings and geographic expansion opportunities.
- Introduced break-even analyses that helped top management better understand and evaluate company/business segment profitability.
- Authored and implemented benchmarking analyses that were used to evaluate different operating organizations.
- Developed marketing and competitive analyses that were used by the Chief Financial Officer and the President in the quarterly earnings announcements.
- Put together a joint venture business plan for domestic and overseas business opportunities.
- Served as a key member of the corporate cost reduction team mandated to meet with general managers at each plant location to help find ways to increase competitiveness.

EDUCATION**California State University, Long Beach, Long Beach, California****Master of Business Administration, Finance and Marketing****University of California, San Diego, San Diego, California****Bachelor of Arts, Finance**