



## Gordon R. Braun

### Qualifications Summary

Highly skilled business professional recognized for using a disciplined and structured approach to finding practical solutions to business and financial challenges. Proven leadership ability in performance and process improvements, team building, and turnaround opportunities. Additional strengths include building organizational trust, strategic thinking, operational analysis, staff development, and written/verbal communication.

### Professional History

Bensussen Deutsche & Associates	Finance Director	2015 – 2016
CFO Selections	Consultant	2003 – 2015
Tatum LLC / Gottschalk Hardesty Partners	Principal / Consultant	
US Foodservice	Division VP Finance	1992 – 2003
	Division President	
	Division VP Operations	
Burlington Resources Inc.	Manager of Planning and Budgets	1986 – 1990

### Accomplishments

- Supported clients in the technology, distribution, consumer products, professional staffing, healthcare, forest products, manufacturing, and non-profit sectors as a principal for two major consulting practices. Activities and achievements included timely and reliable month-end closing and financial reporting; development of sophisticated budgeting and forecasting models; easy-to-understand sales, margin, and operations reporting; improved working capital management through inventory and A/R process enhancements; merger and acquisition work; staff development and supervision; coordination of outside audit efforts; and evaluating and upgrading internal control environments.
- Headed up the finance and accounting department for a transaction-intensive division of a major distribution company that grew from \$65M to \$105M in annual sales over three years. Responsibilities included financial reporting and analysis, general accounting, internal controls, budgeting, tax reporting and credit administration.
- Stepped in as Interim President of a \$100M division of a major distribution company during a seven-month transition period prior to merger. Focused organization on financial results, customer service, and operational excellence. Reduced working capital requirements by 25% by improving collections performance and inventory turnover.
- Significantly improved morale, productivity, and service quality by upgrading the management team, implementing process changes, and creating communication, training, and employee recognition programs as Vice President of Operations for a \$100M distribution company.
- Prepared a wide variety of oral presentations and written reports for boards of directors and securities analysts, including quarterly earnings releases, budgets, and strategic plans, as well as commentary and analysis related to financial performance, business conditions, competitors, and markets.
- Taught finance and accounting to graduate and undergraduate students at a for-profit university and at local community colleges.

### Licenses / Education

- MBA Finance, University of Washington
- BA Economics, University of Washington