



Nadine Johnson

Qualifications Summary

Nadine is a versatile financial professional with over 25 years of experience in multiple corporate and small business settings providing expertise in financial modeling, business acquisitions, accounting management, and all aspects of business ownership. Demonstrated ability to manage numerous projects, establish clear objectives, and measure success against KPIs.

Professional History

Kingfish Group, Inc.	Director, Finance & Operations	2012 – 2016
Sous Kitchen	Founder and President	2005 – 2012
Covad Communications	Manager FP&A, Investor Relations	2003 – 2005
Fort Point Partners	Manager of Corporate Finance	2000 – 2003
PricewaterhouseCoopers	Senior Associate, Corporate Value Consulting	1998 – 2000

Accomplishments

- At Kingfish Group, responsible for the management of all finance and accounting functions, including accounts payable, accounts receivable, fixed assets, banking, payroll and monthly close. Provided regular financial reports to owners and shareholders. Created a robust reporting platform for LP investors, managed all aspects of investor relations from fund formation to annual report.
- As the Founder and President of Sous Kitchen, designed efficient operations model and built a strong local brand that represents quality products and excellent customer service to grow the company over \$600K within the first two years. Daily management of all aspects of the company including marketing, operations, business planning, and financial analysis. Negotiated investors for post-money valuation of \$1M in the first year of operations. Named to the fastest growing company list in 2009 for the Silicon Valley Business Journal and San Francisco Business Times.
- At Covad Communications, managed forecasting, budgeting, and reporting for engineering, corporate development, and capital expenditures, representing over \$85M, or 18% of the total company spending. Developed valuation analysis for potential acquisition targets, performed due diligence for \$40M Voice over IP company, created long-term forecasting model for use in strategic planning. Compiled and distributed monthly management reporting package and prepared board of directors' presentations for CFO.
- At Fort Point Partners, designed and implemented budgeting and forecasting processes for multi-million dollar international operation, partnered with business owners to manage department budgets and forecasts. Designed and prepared all board of directors' reports and presentations, highlighted and interpreted key financial results for executive briefing, developed management reporting package to monitor the strategic goals of the executive team. Developed pricing model to meet gross margin targets, managed sales pipeline, designed and administered sales commission plan.
- At PricewaterhouseCoopers, managed multiple valuation engagements specializing in telecom, Internet, hardware, and software companies with asset values up to \$250M. Implemented standardized ESOP valuation model for early stage companies.

Education and Certifications

- Bachelor of Science in Business Administration/Finance, Oregon State University
- Masters of Business Administration in Finance, University of Washington