



## Robert Kristjanson

### Qualifications Summary

Skilled financial professional with extensive experience in telecommunications, SaaS, financial services, and manufacturing companies. Comfortable and effective in startup, midsize, high-growth, and large corporate environments, with a consistent record of improving processes providing stakeholders with the data needed to drive decision-making and provide results.

### Professional History

Hipcricket, Inc / Augme Technologies, Inc	Controller	2008 – 2013
Robert Kristjanson Consulting Clients included Microvision, Marchex, Infospace, Concur Technologies, Cardiac Science	Principal	2005 – 2008
RadioFrame Networks	Controller	2001 – 2005
Achor/Kristjanson Consulting LLC Clients included Ackerly Group, Verizon Wireless, Optiva Corp, Visual Commerce, ARIS Corp, Seattle Jet Services, fine.com Interactive	Principal	1995 – 2004
Cornerstone NW Mortgage	Controller	1993 – 1995
Rena Ware International	Assistant Controller	1991 – 1992
PricewaterhouseCoopers	Audit Associate	1990 – 1991

### Accomplishments

- At multiple companies, responsible for all accounting department functions and staff, including budgeting, reporting, cash and treasury management, fixed asset tracking, modeling, and compliance.
- Functioned as CFO for web-based software company, including preparation for first audit. Closed 2<sup>nd</sup> round of financing, working with investors and attorneys. Responsible for investing proceeds. Developed investor reporting.
- Assembled five year business plan for startup financial services company, determined steps necessary for successfully hitting revenue and expense targets, communicating steps to CEO, president, and employees as company grew from 12 to 110 employees. Developed and implemented accounting controls, management reports, and reporting timetables.
- As Controller for VC-backed pre-IPO wireless company, responsible for all reporting and staff. Researched and created revenue-recognition policies as revenue grew from \$200K to \$34M annually. Accounted for four rounds of venture financing totally \$56M.
- Skilled in process improvement. At large telecommunications client, developed and implemented new warehouse receiving, PO creation, vendor creation and A/P processes including integration with PeopleSoft and SAP. Created new reporting to track supply movement and provide timely response to supply issues. During per-merger phase between two wireless carriers, created billing process for cost sharing of joint services.
- Experienced with reporting for public companies within the US and London stock exchanges.
- Experienced with preparation of consolidated financials, including currency translations for multiple international locations.

### Licenses / Education / Software

- BA Business Administration, University of Washington
- Accounting Courses, Seattle University