

Kit W. Johnson

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Entrepreneurial Operations and Finance Executive

Business and technologically savvy operations and finance executive with 20+ years experience in professional services and software development industries. Demonstrated ability to build business opportunities from the ground up and to turn around struggling enterprises. Accomplished in facilitating executive groups to build consensus on strategic direction, negotiating business transactions and managing due diligence and contracting processes. Builds loyal teams that focus on creative problem-solving, continuously improving operations and achieving identified objectives.



**Facilitated Strategy Planning & Execution / Team Leadership / Resourceful Business Growth
Contract Negotiations / Operations & Financial Management / Mergers & Acquisitions**

Professional Experience & Career Accomplishments

Tatum LLC. Portland, Oregon. 2007 – 2009

- Managing Partner. 2008 – 2009
- Managing Director of Controller Services. 2007 – 2008'

National professional services firm that provides C-level financial and technology executives to help client companies deal with urgent strategic opportunities and financial threats.

Executive Services	• Crafted financial leadership solutions for client CEO and Board members who faced: 1) merger and acquisition opportunities; 2) sudden turnover in critical management positions; 3) breakdowns in information systems processes, reporting and technology; 4) declining revenue and profitability; and 5) deteriorating relationships with ownership or third party financing sources.	
Solution Development		
Business Development		• Developed and drove execution of the Portland office marketing and sales strategy.
Operations Management		• Led recruiting and personnel development process.
		• Coordinated client project and business development efforts of approximately two dozen partners and principals.
	• Managed office to profitability during growth and expansion in 2007 and early 2008 and then retraction during the subsequent economic downturn.	

Verinform Systems, Inc. Portland, Oregon. 2004 – 2006

- President. 2006
- Chief Operating and Financial Officer. 2004 – 2005

Emerging software company, providing high-value compliance and administration software to major academic medical centers throughout the United States.

Strategic Thinking	• Developed and executed creative business solutions, prepared annual and long-term financial forecasts, drafted the sales and marketing plan, and presented management strategy to the board and investors.	
Corporate Acquisition		• Spearheaded successful effort to acquire substantially all assets of a key business competitor, including: transaction negotiation and documentation, developing transitional operating plans, and market communication. This transaction significantly increased the Company's revenue base, established a national market presence, and helped improve liquidity.
Revenue Growth		• Negotiated and helped close sales accounting for approximately 75% of total Company revenue, including new customer contracts and expansion of existing relationships. These efforts resulted in the Company growing to become the third largest industry provider.
Operations Management		• Managed all ongoing operations, including: financial planning and oversight; employee and executive team performance; financial and managerial reporting; cost containment and process improvement.
Leadership & Team Development		• Coached key team members on strategic business and management issues, resulting in excellent productivity, team unity and loyalty.

LedgerSource LLC. Portland, Oregon. President and Owner. 2002 – 2005

Owner-managed, professional services firm providing financial management, strategic consulting, corporate acquisition and outsourcing services to Pacific Northwest clients.

Corporate Divestiture	<ul style="list-style-type: none"> • Guided client CEO through the sale of a niche software company to a publicly-held acquirer, including: managing due diligence and transaction documentation; negotiating key terms; and coaching the seller.
Business Modeling	
Operations Consulting	
Financial Management & Partnering	

Arthur Andersen LLP. Portland, Oregon. 1987 – 2002

- Senior Manager in charge of Business Process Outsourcing Practice. 1998 to 2002
- Rapidly progressed from Staff Member to Senior Manager. 1987 to 1998

Andersen's 80,000-person team provided accounting and professional services to clients in a broad array of industries ranging from local startups to multi-national conglomerates.

Entrepreneurship	<ul style="list-style-type: none"> • Led one of the first comprehensive outsourcing engagements in the firm, and then built this service line in the Pacific Northwest and helped develop firm-wide strategy, competencies and training curriculum, and scope of the new outsourcing business.
Process & Technology Improvement	
Risk Assessment & Management	
Strategic Planning & Development	

Education and Credentials	Civic Involvement	Technology Expertise
BA, Accounting and Music. University of Oregon. 1987 • Graduated magna cum laude from the Robert Clarke Honors College Certified Public Accountant. State of Oregon. 1991 • Over 900 hours of continuing strategic, sales, technology, general business and professional education Professional Organizations • Oregon Society of Certified Public Accountants • American Institute of Certified Public Accountants	U.S. Army stationed in Germany. 1981 – 1984 • Honorable discharge at rank of sergeant • Army Commendation and Good Conduct medals Civic and Charitable Organizations • I Have a Dream Foundation. Treasurer and board member. 2003 – 2009 • Oregon Entrepreneurs Forum. Board member. 2001 – 2002 • Rotary International. Portland member. 2000 – 2004 • Jazz Society of Oregon. Treasurer and board member. 1996 – 1998 • ASAP Treatment Services. Treasurer and board member. 1989 – 1992	Office & Business Productivity • MS Office: <i>Excel, Word, PowerPoint, Project & Visio</i> • Communication: <i>Outlook, Commence, Palm, webmail, instant messaging & Lotus Notes</i> • Web Tools: <i>Adobe Acrobat, WS FTP-Pro, & Macromedia Contribute</i> Financial & Operations Management • Sales & Contact Management: <i>ACT!, SalesForce</i> • Accounting: <i>Great Plains, Platinum, MAS90, QuickBooks & Peachtree</i> • Inventory & Costing Management • Manufacturing Control

.....**Core Leadership Beliefs**.....

*Make an informed
decision & then move on.*

*Actions speak louder
than words.*

*Expect the best of yourself
and your personnel.*

*Think straight.
Talk straight.*