

Robert Jamieson, CA

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Charting New Waters....Championing Multi-Million Dollar Growth

SENIOR ACCOUNTING & FINANCE MANAGER

Entrepreneurial and results-focused professional with a reputation for driving multimillion dollar revenue growth through strategic management of premier merger & acquisition opportunities, skillful negotiation of lucrative international service contracts, and development of commonsense cost control initiatives.

Proven ability to guide the formulation of realistic corporate growth targets in collaboration with the senior executive team by leveraging an innate business acumen and encyclopedic knowledge of national & international taxation structures.

Inspirational leader, communicator, negotiator, and facilitator with expertise in leading and coordinating cross-functional teams and external consultants in the attainment of common goals and objectives.

Key Areas of Expertise

- Mergers & Acquisitions
- Strategic & Tactical Planning
- National/International Taxation
- Stakeholder Engagement
- Management & Financial Reporting
- Risk Management / Internal Controls
- Corporate Growth & Development
- Productivity/Efficiency Improvements
- Employee Leadership
- Debt/Equity Financing
- Regulatory Compliance
- System Implementation

PROFESSIONAL EXPERIENCE

NEWCO SHIPPING COMPANY, Vancouver, BC

2004 to Present

Corporate Controller

Handpicked by the senior executive team to pioneer the growth and expansion of the business by leading an ambitious program of M&A activity to crystallize the strategic vision of the CEO, while delivering inspirational leadership to 8 staff.

Key results: Facilitated the acquisition of three core competitors which **increased revenues by 100%** over a 5-year period, and thrust the company onto the global stage as a **major international industry player**.

- **Corporate Growth & Development:** Instructed to engineer the design, development, and implementation of internal controls and structures capable of handling rapid growth. Revamped the accounting structure to ensure ongoing compliance with changing industry standards, **reduced departmental attrition rate by 100%, and identified & capitalized on new software technology to increase operational efficiencies.**
- **Accounting & Finance:** Instrumental in managing all accounting & finance functions for multiple Canadian and international locations. Entrusted with directing and coordinating company financial planning & budget management functions, overseeing global revenue accounting & financial reporting, and recommending benchmarks for measuring the financial and operating performance of divisions & departments.
- **Taxation:** Formally commended by the senior executive team for the successful development and execution of multiple audit defense strategies against tax authorities of all levels in a number of jurisdictions. **Saved the company upwards of \$25M in potential tax liabilities stretching back 10-years.**



Corporate Controller, *continued*

- **Internal Controls:** Chaired a multidisciplinary committee convened to analyze and document existing and potential risks to the business. Instituted a comprehensive risk management framework with accompanying learning resources, and personally developed internal controls for all accounting & finance operations to ensure transparency. **Succeeded in reducing external auditor consulting fees by 25% as a direct result of this initiative.**
- **System Implementation:** Developed a sound business case for the replacement of an archaic accounting system incapable of delivering the functionality or value essential to the needs of a growing enterprise. **Led the entire program to successful completion and launch**, which included: initial needs analysis, workflow mapping, vendor selection, customization, data migration, and end-user training.
- **Leadership & Mentoring:** Formally commended by the senior executive team for reducing departmental attrition by 100% (2010 to present). Cultivated an environment based on mutual trust & respect, implemented a skills development program to realize employee professional growth ambitions, and launched a recognition program.

NEW TECHNOLOGY COMPANY, Vancouver, BC

1999 to 2004

Financial Controller

Recruited by the CEO of an entrepreneurial technology company with revenues in excess of \$80M to exercise control over corporate growth by raising debt & equity capital, structuring strategic M&A deals, and monitoring financial KPI's to achieve long-term growth objectives. **Achieved double digit growth and developed cost-efficient international taxation structure.**

- **Catalyst for driving the development** of new strategic key performance indicators to provide high-level visibility into national and international operations for the executive team, and set clear employee performance expectations.
- **Significantly strengthened internal controls** and restructured all financial reporting processes to mitigate risk and ensure the company was positioned for explosive growth from a financial & administrative perspective.

ERNST & YOUNG, Vancouver, BC

1992 to 1999

Manager, Audit & Assurance (1997 to 1999)

Articling Student / Audit Senior (1992 to 1997)

- **Delivered strong operational leadership** to a team of developing professionals in the timely & effective management of audit & review engagements for a diverse selection of public/private company clients.

EDUCATION & TRAINING

Chartered Accountant (CA) - Chartered Accountants Association of British Columbia (1994)
Bachelor of Commerce in Accounting - University of British Columbia, Vancouver, BC (1993)

PROFESSIONAL AFFILIATIONS & COMMUNITY INVOLVEMENT

Member (Since 1992) - Chartered Accountants Association of British Columbia
Member since 2002 / Treasurer (Current) / Past Chair, Development (2004 to 2005) - Vancouver Board of Trade
Chair, Competition & Assessment (2010 to Present) - Young Entrepreneurs Association of British Columbia



JUSTIFICATION

Robert came to me with the objective of creating a document that would clearly demonstrate the value he could offer to his next employer, in this case his target was the premier shipping company in the country. His previous document was very bland and repetitive as he had used the corporate job description to develop the "Newco Shipping" entry. As such it was merely a list of duties and responsibilities.

As Robert had worked in the shipping industry for 10 years and would only consider leaving his current employer to move to their main competitor, I developed a maritime related theme by utilizing blue wavy lines in the header and the ships sail in the footer. I also played on the theme while tying in Robert's desire to communicate his value "Charting new waters.....Championing multi-million dollar growth".

The body of the document has been separated into digestible chunks demonstrating the challenge, his action, and the results obtain wherever possible.

Robert was offered and declined the opportunity to meet with representatives from his original target company. His circumstances have changed and he is now onto his second interview with a major shipping company based out of the UAE. The document has proven to be incredibly successful in securing interviews for the client.

