

LINLEY WHITE

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CORE COMPETENCIES

- **CPA, MBA** – Finance, Engineering
- Extensive Operations & Financial Management Experience
- IT Systems Project Development, Management & Implementation
- Analytical, Financial, and People Skills
- Advanced Excel, Access, SQL & SAP Skills

DEFINING EXPERIENCES

- **Big 4 Accounting Firm - IT Consulting:** Proposed, performed and led multiple million dollar plus IT consulting projects to modernize the accounting and transaction processing of 3 multi-billion dollar grain exporting companies. Example result – 40% staff reduction and strategic growth over ten years following implementation.
- **Investment Banking – Business and Financial Analysis:** Managed the regional wholesale distribution of partnership interests for nationwide Broker-Dealer. Tripled volume in one year. Functioned as business and financial analyst for regional investment banking company. Modeled and/or monitored the financial performance of dozens of companies.
- **COO – Accounting and Financial Management:** Participated in the startup of a telecommunications company as COO. Developed staff, operations and systems for growth to \$10,000,000 revenue then sale of the company.
- **Operations Management:** Managed the operations of multiple companies, including accounting, administrative, customer service and systems personnel. Managed projects to design, develop, and implement IT and manual systems for accounting, online customer access database, high volume billing, online bill payment and account access and other systems.
- **CFO - Finance, Accounting and Strategic Management:** Managed all finance, accounting, purchasing and IT functions while helping the CEO of this well established company more than double revenue over a 4 year period.
- **Manufacturing Plant Assembly Line Manager:** Managed the 50 employee unionized staff and grew production from a 50% under producing facility to planned capacity in 9 months.

CAREER HISTORY

Principal , Linley White & Associates, Franklin, Tennessee	2017 - Present
CFO , Storage Systems Unlimited, Inc. Franklin, Tennessee	2007 - 2017
Accounting Contract Services , Multiple CPA Firms, Nashville, Tennessee	2006 - 2007
President , Association Marketing Solutions, Inc., Denver Colorado	2003 – 2006
President , Computer Telephone Systems, Inc., Denver, Colorado	1995 – 2003
Financial Principal & Analyst , Western Equities Corporation, Englewood, Colorado - COO, Tele-Trend Communications, Englewood, Colorado	1987 – 1995
Senior VP , Integrated Resources, Inc. Denver, Colorado	1981 – 1987
Senior , Touche Ross & Company, Denver, Colorado	1976 – 1981
Manager , Glastron Boat Company, Austin, Texas	Pre Graduate School

EDUCATION & LICENSE

MBA – Master of Business Administration, Finance
University of Texas, School of Business, Austin, Texas

- Sord Scholar, top 5% of graduating class

CPA – Certified Public Accountant - Colorado

BSIE -Bachelor of Science, Industrial Engineering
Kansas State University, Manhattan, Kansas

- Honors Graduate, top 10% of graduating class

CAREER HISTORY

CFO, Storage Systems Unlimited, Inc., Franklin, Tennessee
Managed all finance, accounting, purchasing and IT functions.

Achievements

- Proposed and helped implement business plan to diversify and grow the customer base and revenue.
- Built the technical infrastructure to support the growth.
- Assisted CEO in doubling revenue over a 4 year period.

PRESIDENT, Association Marketing Solutions, Inc., Denver Colorado

Created & successfully implemented a nationwide program designed to assist financial services professionals in building their businesses.

Achievements

- Developed and managed the supporting systems and operations team for a new marketing program.
- Systems included order processing, web based relational database for remote entry by client base, custom billing for high volume of organization members, newsletter printing and distribution.
- The company was merged with another company.

PRESIDENT, Computer Telephone Systems, Inc., Denver, Colorado

Operated a dealership specializing in the sale of business telephone systems and computer networking hardware and services to mid-sized companies in Colorado.

Achievements

- Became the seventh largest US dealer of a server-based telephone system purchased by Intel.
- Gained a reputation in the marketplace for the ability to understand and integrate all phases of data and telecommunications technology from vendors including 3Com, Cisco, Intel/Dialogic, Qwest, and others.

FINANCIAL PRINCIPAL AND ANALYST, Western Equities Corporation, Englewood, Colorado

This securities broker / dealer was involved in raising capital for startup businesses.

Achievements

- Modeled and performed "what if" analysis on dozens of business proposals for go / no go financing decisions.
- Prepared business plans and supporting prospectus materials and made presentations to prospective investors.
- Monitored the performance and accounting operations of businesses financed.
- Responsible for all broker / dealer financial regulatory reporting and communication.

COO, Tele-Trend Communications, Englewood, Colorado

As a project of Western Equities Corporation, Co-founded company, a reseller of long distance & telecom services.

Achievements

- Assisted in the startup of this company. Created and operated a high volume transaction processing system.
- Company grew from \$0 to \$10 million in revenue and was sold.

SENIOR VP, Integrated Resources, Inc., Denver, Colorado

Managed the regional wholesale & technical distribution of private placement investment products for this New-York-based investment-banking firm. Managed independent financial professionals selling the company's partnership syndications by answering technical accounting and tax questions raised by client CPAs. Assisted in the review of potential properties for acquisition and structure, including complex sale and leaseback of high profile businesses and class A commercial real estate.

Achievements

- Developed a unique, systematic information system, which significantly improved the closing ratios of sales staff.
- Assets purchased for syndication included Wells Fargo's mortgage loan servicing unit, Cable TV Systems, Brown Jordan Furniture, ViewMaster, Brown Palace Hotel, Mellon Bank Building, and many other recognizable properties.
- Quickly promoted ahead of peers with seniority, managing staff covering most of the western United States.
- Tripled sales in year one, then succeeded in raising \$300,000,000 of equity over a six year period.

SENIOR, Touche Ross & Company, Denver, Colorado

Performed, managed and sold consulting projects for this International accounting firm.

Achievements

- Performed then led information technology consulting projects to automate and update the workflow processes of three multi-billion dollar grain exporting cooperatives, including tracking of transit credits, hedging operations, and other complex areas.
- Helped the company sell 20,000 hours of consulting based on the expertise gained in the grain exporting cooperative industry.
- Improved the accounting workflow and information process for numerous small and medium sized businesses.

Manager, Large Boat Assembly, Glastron Boat Company, Austin, Texas

Managed the Large Boat Assembly Line for this largest fiberglass boat manufacturing company (worldwide) at the time.

Achievements

- Doubled production to planned plant capacity within 9 months of assignment to the position.
- Used a variety of positive methods to successfully motivate the 50 person unionized workforce to assist in the growth.
- Applied engineering expertise where appropriate.