

# David L. DeMarkey, MSM

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## PROFESSIONAL SUMMARY

Senior Financial Analyst/ Manager experienced at fixing and refocusing businesses in wide range of industries so they grow and earn increased profits. Motivational and talented communicator who instills managerial discipline and a hunger to succeed. Proven ability to streamline operations, uncover strategic opportunities and increase profits. Strong skills in budgeting, variance reporting, cost controls, financial analysis and creating key performance indicators.

### Financial Discipline

- Created budgeting and cost control system that enabled specialty construction contractor to earn record net profits on one-half normal volume.
- Increased manufacturer's net profits 19.5% through cost analysis and new pricing plan.
- Tripled net profits for architectural firm through activity-based costing and marketing.

### Operational Improvements

- Increased profits 70% for software consulting firm through reorganization, improved client service and cash flow management.
- Increased sales and profits for construction firm through budgeting, variance reporting, reorganization and new pricing plan and estimating process.
- Improved cash flow for a fishing fleet service company by creating production schedule, management reports, collections program and formal organization.

### Planning

- Created financial model, budget, loan package and tracking systems for a construction company that grew from \$1.7 million to \$4+ million in 2 years.
- Provided management plan and tools that allowed manufacturer to double size in 9 years.
- Wrote business plan and budget that saved accreditation for a vocational college.
- Co-authored guide (8 editions) to starting new businesses.

## EXPERIENCE

### Director of Business

City View Charter School

- Cut costs
- Responsible for accounting
- Manage office staff
- Responsible for budget and budget review system
- Improved internal and financial controls
- Created collections system
- Created strategic plan
- Responsible for marketing and fund-raising

**7/09 – Present**

Hillsboro, OR

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## Senior Management Consultant

12/07 – 04/09

Gulf Pacific (mid-size consulting firm); Lived in Portland, OR; Headquarters: Tempe, AZ

- Increased clients' profits by managing growth and leading reorganizations.
- Worked directly, on-site with all levels of management on financial reporting and performance measurements.
- Accelerated cash flow for construction, manufacturing and service companies.

## Senior Financial Analyst/ Manager (Contractor)

4/03 – 11/07

DeMarkey & Associates, Consultants

Portland, OR

- Served as Financial Manager for construction company that grew from \$1.7 million to \$4+ million in 2 years. Created cost system to support and update pricing plan. Created financial model, budget, loan package and tracking systems. Performed ad hoc analyses.
- Conducted due diligence and financial analyses at local capital management firm for refinancings and mergers & acquisitions of mid-market companies.
- Performed financial analysis using JD Edwards ERP system, Managed forecasting and reporting for 23-location Western region of a billion dollar transit operations firm.
- Supervised accounting staff for vocational college.

## Senior Staff Consultant

4/98 – 4/03

Gulf Pacific

Lived in Portland, OR

Headquarters: El Dorado Hills, CA

- Provided budgets, management structure and financial measurements to 50+ growing, closely-held businesses in manufacturing, construction and business services.
- Organized quality circles and streamlined operations.
- Created and implemented new sales strategies.
- Created 5x increase in net profits for steel fabricator by improving operations.

## EDUCATION

Master of Science in Management, Marylhurst University, Marylhurst, OR

Post Graduate Management Studies, Portland State University, Portland, OR

Bachelor of General Studies, University of Michigan, Ann Arbor, MI

## PROFESSIONAL AFFILIATIONS

Institute of Management Accountants

Financial Executives Networking Group

Adjunct Faculty, Portland Community College

Board member, Pacific Center for Global Justice

## CERTIFICATION

Certified Management Accountant: Passed Parts 1-3 (Business Analysis, Management Accounting & Reporting and Strategic Management) of 4 Part Exam, Expecting Full Certification by 4/2010