

# JAMES NORTH, CPA

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## SENIOR FINANCE EXECUTIVE

Startups & Turnarounds | Corporate Finance | Financial Consulting  
Restructurings & Reorganizations | Marketing & Technology Leadership

Retail • Construction • Manufacturing • Hospitality • Energy & Utilities

Highly accomplished Finance Executive with extensive track record, increasing efficiency, and stimulating bottom-line growth for startup, midsize, and multimillion-dollar organizations. Expertise spans multiple industries and sectors, across domestic and international markets. Offers rare blend of finance & accounting leadership backed by operations, HR, marketing, business development, and technological expertise. Proven record leading financial restructurings and reorganizations in challenging settings. Manager negotiation, due diligence and integration processes surrounding potential and complex acquisitions. Coordinates effectively with cross-functional teams for the attainment of company goals. Core competencies include:

- Strategic Planning
- Information Systems
- Cost Accounting
- Startup Operations
- Due Diligence
- Finance & Accounting
- Profit and Loss Management
- Financial Statements & Reporting
- Debt / Corporate Restructuring
- Sponsorship Underwriting
- Financial Analysis / Consulting
- Business Forecasting
- Mergers & Acquisitions
- Market to Growth Analysis
- Staff Management & Training

## PROFESSIONAL EXPERIENCE

### TONY HOTELS LLC – Dallas, TX

2006-Present

Startup boutique, franchise-based full-service hotel, currently with 2 hotels, a third under construction, and annual sales of approximately \$20M.

#### Corporate Controller (2006-Present)

##### Financial Consultant (2006-2008)

Lead corporate finance and accounting work, coordinating with Area Controller, Accounting Manager, accountants, senior-level executives, investors, and lenders on financial administration of existing and upcoming properties. Provide oversight of HR and payroll functions.

- Designed and implemented company-wide, fully scalable P&L / reporting systems to forecast and optimize cash flow, as well as strategic planning tools to project funding, property management, and hotel development opportunities.
- Granted full-time Corporate Controller position with co-ownership investment opportunity following successful engagement as a financial consultant.

### HOUSTON FINANCIAL SERVICES, LLC – Houston, TX

2003-2006

Startup financial consulting company

#### Financial Consultant

Lead operations strategy, developed business and marketing plans, and provided financial consulting services.

- Developed extensive and diverse client base within 2.5 years consisting of hospitality, residential and commercial land development, construction, renewable energy, and affordable housing industries.
  - **James, Inc.** Developed this mid-national construction company's bid proposal for the design, construction, management, and leasing of a U.S. Embassy facility.

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