

# DARYL E. WALTER - CPA

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## MANAGEMENT/ACCOUNTING/IT CONSULTANT

*Accounting Management/Consulting • Budgeting & Planning • Mergers & Acquisitions • Systems Implementation*

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Accomplished CPA Executive with experience in operations, P&L oversight, multi-channel product distribution, IT management and marketing involving both start-up, turn-around, dissolutions and growth organizations. Results oriented, decisive leader with proven success in strategic market positioning for international multibillion-dollar retail, financial and manufacturing organizations. Track record of growing bottom line while spearheading operational improvements to drive productivity and reduce costs. Astutely able to evaluate financial results and communicate to executive management in addition to developing data warehouse reporting using cube/pivot table technology. Excel in dynamic, demanding environments while remaining pragmatic and focused. Fluent or experienced in many accounting and reporting systems including MAS, SAGE, MS Great Plains, SAP, SAS, People Soft, J.D. Edwards, Quick Books, Walker, FRX, Hyperion, Business Objects, VENA, ESS Base and others.

## PROFESSIONAL EXPERIENCE

### **Crusader Financial – Owner/Consultant** • Chattanooga, TN • February 2009 – Present

Crusader Financial specializes in consulting for financial management, M&A, due diligence, accounting software implementation, bookkeeping, financial analysis, budget/projection software integration to financial systems, and taxes.

### **PHC Holding Group, LLC – Chief Financial Officer** • Cleveland, TN • May 2009 – November 2014

PHC Holding Group acquires and manages pawn shops formerly family owned and operated. Beginning in 2009, PHC made its first acquisition and, through acquisitions, rapidly became a player in the pawn management industry. As CFO, responsibilities included driving a quick turnaround from acquisition to rapidly increasing EBITDA, managing an extensive IT department with proprietary pawn software integration to MS GP, instituting an aggressive growth structure and product mix to transform each store into a retail powerhouse with its demographic. Instrumental in organically growing an online consignment business which specialized in high-end merchandise producing over \$3 Million in sales in first 12 months.

#### ***Key Achievements:***

- Implemented MS Great Plains, VENA budget/reporting systems, and SQL cube reporting.
- Developed Accounting controls and processes from scratch for this start-up business.
- Developed and implemented compensation plans uncommon in the industry.
- Developed audit procedures for shrinkage control and procedure implementation.

### **American Bicycle Group, LLC - Chief Financial Officer** • Chattanooga, TN • June 2008 – February 2009

American Bicycle Group (ABG), a private company, manufactures top-of-the-line titanium and carbon composite bicycles for the road, mountain, and triathlon bicycle markets and marketing them through a dealer and distributor model. As CFO responsibilities include debt and cash flow management, equity fund raising, P&L oversight, and IT Management.

#### ***Key Achievements:***

- Elimination of redundant accounting systems and complete dissolution of defunct operations
- Initiated turn-around methodologies which reduced staff by 70% and implemented cost saving procedures which added 20% to bottom line including automation of financial reporting through modifications to existing ERP systems.

### **Delek US, Inc – Corporate Controller** • Nashville, TN • November 2006 – May 2008

Delek US, a public company since May 2006, owns and operates 499 retail convenience stores in the South, owns and operates an oil refinery in Texas, and markets petroleum products in the wholesale market. As Controller responsibilities encompassed general ledger accounting including P&L oversight, SEC reporting including preparation of MD&A.