

# KRAMER JANSEN

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## OBJECTIVE

A position in Investment Banking  
with a focus on financial modeling and valuation

## SUMMARY OF QUALIFICATIONS

- Six years' experience in operational and financial analysis, with particular skill in analyzing companies on a functional and quantitative basis and recommending process improvements that further the bottom line.
- In-depth knowledge of financial and valuation modeling to develop trend analysis across multiple industries.
- Skilled in working effectively with diverse groups at all organizational levels to achieve common objectives.

## PROFESSIONAL EXPERIENCE

2004-pres.

### FINANCIAL SERVICES, LLC, Poplar Bluff, MO

*Manager, Business Advisory Services Consulting Group*

- Conducted extensive financial benchmarking and trend analysis of current audit clients.
- Assessed operational and business strategies of clients and prospects, including working capital analysis and process improvements that streamline workflow, improve operational efficiency and increase financial performance.
- Developed cost management analysis, activity-based costing and standardizing costs for a \$200M painting manufacturer.
- Performed business assessment of core functional processes for an Investment Bank/Venture Capital firm, a shoe manufacturer and a freight forwarder; analyzed and matched software to meet each company's requirements.

2002-03

### TEXTILE ONLINE MARKETS, INC., Poplar Bluff, MO

*Internet Business-to-Business Textile Marketplace*

*Co-Founder*

- Developed a complex, innovative business model to offer Inventory Management, Capacity Management, Factoring and Contract Building to the global textile industry.
- Created five-year Pro-Forma financials and capitalization/valuation structure.
- Directed Angel and Venture Capital financing initiatives and presentations, secured initial capitalization of \$75K.
- Hired a 30-year veteran of Clothing Brothers Industries as CEO. Recruited industry experts to serve as board members and advisors, including a former CEO of High-End Clothiers and a former president of National Jeans.
- Spearheaded business development opportunities and strategic partnerships with logistical, financial and value-added service vendors.