

GARY KRUMIAN

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PROFILE OF EXPERTISE:

- Strategic and Financial Planning
- Operations Management
- Mergers and Acquisitions
- Corporate Restructuring

PROFESSIONAL EXPERIENCE:

Staro Consulting Group, Dubai and Los Angeles Consultant

2009 – present

Hands-on and supervisory experience in all aspects of strategic and financial planning and analysis including forecasting, budgeting, variance analysis, statistical modeling, and ad hoc analysis.

- Developed KPI targets for annual planning process addressing P&L, cash, and headcount.
- Led the construction of interactive cloud-based physician practice and surgical center management tools to track financial and operational performance with benchmarking, analysis and recommendations.
- Created dozens of long-range financial projection models (P&L, BS, CF) for clients.
- Created sales programs with focus on margin-enhancing processes of product development, supply chain planning, and logistics.
- Served as interim CEO for companies in various industries including automotive, healthcare management, online software and consumer retail goods.

Inter Auto Parts, Los Angeles and San Diego Chief Operating Officer

2002 – 2009

Experienced in building value by recruiting and structuring a strong management team, executing growth strategies, deployment of technology solutions that drive positive operating income and designing and executing turn around plans that deliver positive shareholder value.

- Provided leadership to a team of 43 employees tasked with revenue generation, P&L administration, budgeting, bank and credit affairs, foreign currency management and warehouse logistics.
- Managed return on capital through procurement and inventory systems to streamline lead times, reduce outages and increase margins.
- Launched e-commerce platforms to increase revenues from domestic customers and the creation of foreign sales channels to support growth in overseas demand.
- Led the process that resulted in a successful sale of the business to a leading aftermarket parts distributor.

Arthur Andersen, Chicago and Miami Senior Director, Global Corporate Finance

1997 – 2002

Senior restructuring professional and financial advisor with experience in developing and implementing business transformation strategies and financial and operational improvements.

- Managed engagements for the group's Healthcare Transformation division focusing on ownership structure, contract analysis, vendor negotiation and revenue cycle management of physician practice management companies.

- Provided debt structuring, change management, business turnaround, strategic and commercial analysis, creation of business plans, and value assessment of distressed companies and M&A candidates.
- Executed valuation work based on LBO/DCF modeling, precedent transaction analysis, and public company comparables.
- Worked with CFOs to expand short-term (typically annual) operating plans into five year strategic plans for investors.
- Led due diligence and integration efforts and supported functional leaders in post-merger integration planning.

EDUCATION & PROFESSIONAL AFFILIATIONS:

California Polytechnic University, Pomona California
MBA, Finance – 1996

University of California, Irvine California
BA, Economics with minor in Econometrics – 1993

American University for Humanities, Glendale California
Associate Professor, Finance and Accounting
Associate Professor, Conflict Resolution

The Global Association of Investment Professionals
Chartered Financial Analyst – 1997

SKILLS & INTERESTS:

Systems:

- Microsoft Excel: Advanced Level Excel user including financial functions, pivot tables, graphical outputs and formatting of workbooks and sheets.
- Microsoft Word: Advanced Level Word user including labels, tables, formatting.
- Microsoft Powerpoint: Advanced Level PowerPoint user including creating, modifying, and formatting presentations, inserting and editing tables, charts, diagrams, pictures, shapes, graphics and objects.

Languages:

- Fluent in English, Arabic and Armenian.
- Conversational in French, German and Spanish.

Interests:

- Avid reader and student of world history and anthropology.
- Amateur chef and soup kitchen volunteer.