

KENNETH L. KLICKER, CPA, MBA

10969 Creekview Drive
Jacksonville, FL 32225

kklicker@gmail.com
linkedin.com/in/kennethklicker

904.641.6576 H
904.382.8403 M

PROFESSIONAL SUMMARY

Results-oriented **Financial Executive** with diverse management experience applicable to an extensive range of opportunities and markets. Extensive experience of increasing responsibilities in a broad range of industries including public accounting, insurance, distribution, retail, real estate, manufacturing and logistics. Proven track record of analyzing existing operations and implementing effective systems, strategies and processes to improve organizational performance and profitability. Recognized as a team-oriented leader with strong business acumen, financial development skills and a demonstrated commitment to organizational growth. Areas of expertise include:

- Financial Reporting and Budgeting
- Mergers and Acquisitions
- Contract Administration/Government Contracts
- Risk Management
- Cash Management
- Staff Training and Development
- System Conversion and Implementation
- Employee Benefits Administration

PROFESSIONAL EXPERIENCE

GRIMES LOGISTICS SERVICES, INC., Jacksonville, FL

April 2015 - Present

A Trucking and third party logistics firm specializing in providing trucking, warehousing, packaging and staffing services to a broad range of customers.

Director of Finance & Controller

Key financial executive reporting to President with responsibility for all aspects of accounting, financial reporting, financial analysis, banking relationships, cash management, budgeting, forecasting, payroll, benefits administration, workers compensation, and general insurance.

- Restructured financial reporting system to align with industry standards.
- Streamlined monthly closing process and implemented monthly operational and financial reviews with operating personnel.
- Implemented vendor RFP process to reduce operating costs. Within first three months reduced annual operating costs in excess of \$200M
- Negotiated new credit line for financing capital equipment.

MARCO OPHTHALMIC, INC., Jacksonville, FL

2004 – July 2014

A manufacturer/distributor of ophthalmic diagnostic equipment.

Controller

Key financial executive reporting to Executive VP/COO with responsibility for all aspects of accounting, financial reporting, financial analysis, banking relationships, cash management, budgeting, forecasting, payroll, benefits administration, workers compensation, and general insurance.

- Successfully renegotiated Company contract renewal with U.S. Government. Total revenue \$6MM+.
- Changed employee 401(k)/profit sharing plan resulting in a reduction in plan expenses of more than 50% and improved investment options for employees.
- Negotiated annual renewal of Company's health insurance plans resulting in below market cost increases. This was a result of changes in plan design to control costs.
- Converted legacy AS400 system to state of the art SAP ERP system, positioning Company for future growth.
- Streamlined and improved financial reporting process, implemented new reporting package for senior management that includes profitability analysis by product line.

TMSI LOGISTICS, Fernandina Beach, FL

2002 – 2004

A third party logistics firm with approximately 800 employees specializing in providing warehousing, transportation and other logistics services to companies on a contractual basis at approximately twenty locations throughout the U.S.

Chief Financial Officer

Key financial executive reporting to President with responsibility for all aspects of accounting, financial reporting, banking relationships, cash management, financing, budgeting, forecasting, payroll, benefits administration, workers compensation, general insurance and new business pricing.

- Completed refinancing of company debt resulting in a 20% reduction in Company's interest cost.

- Converted and upgraded payroll and billing system resulting in more accurate and timely customer billing.
- Upgraded Company's computer systems.
- Streamlined major accounting and administrative procedures.
- Recruited and upgraded existing staff.

CFO SERVICES, INC. (NOW ACCRETIVE SOLUTIONS), Jacksonville, FL**1999 – 2002***A consulting firm specializing in providing a wide range of senior level accounting and financial services to both large and small companies.****Vice President***

Senior level consultant reporting to the President, responsibilities included supervision and performance of client engagements, new business development, recruiting and establishing company policies and procedures. Primary industry focus was in real estate, entertainment, manufacturing, distribution and e-commerce. Major projects included systems conversions, performing CFO and controller functions on an interim basis, budgeting and forecasting projects and implementing the outsourcing of an entire accounting department.

Professional Experience Prior to 1999:**EVENTIDE INVESTMENTS, INC., Jacksonville, FL***A privately held venture capital firm specializing in equity investments in a wide variety of companies. Investments included companies in the manufacturing, distribution, restaurant, real estate, golf and insurance industries.****Chief Financial Officer***

Reported to Owner/President. Responsibilities included analysis of potential investments, negotiating and drafting purchase and shareholder documents, due diligence and arranging acquisition financing. Post-acquisition activities included establishing reporting structure, working with company management to improve operational and financial efficiency and development of exit strategies for investments.

GATX LOGISTICS, INC. (NOW APL LOGISTICS), Jacksonville, FL*A fully integrated international logistics firm providing warehousing, transportation and other logistics services to a wide variety of clients in multiple locations throughout the U.S and various foreign countries.****Corporate Controller***

Reported to CFO. Served on senior management team that helped grow business from \$14MM per year to approximately \$200MM per year in revenue. Supervised staff of approximately 30 people. Major accomplishments included due diligence and integration of several major acquisitions, selection, implementation and conversion of AS400 information and accounting system and recruiting and development of accounting staff to handle company growth. Was also instrumental in establishing company's first international operation.

PRICE WATERHOUSE (NOW PWC), Jacksonville, FL*An international, "Big 4" public accounting firm.****Senior Accountant***

Supervised audit teams for a wide range of clients. Supervised both operational and financial audits and prepared tax returns for clients. Consulted with small business owners on a wide range of financial and operational issues.

AMERICAN SHELTER INDUSTRIES, INC., Jacksonville, FL*A diversified holding company involved in real estate development and acquisition along with retail operations.****Accounting Manager***

Established and implemented all accounting policies and procedures.

KPMG PEAT MARWICK (NOW KPMG), Jacksonville, FL*An international, "Big 4" public accounting firm.****Staff Accountant***

Served on audit team that performed operational and financial audits for a variety of clients in the financial, insurance, distribution and manufacturing industries.

EDUCATION / CERTIFICATION

M.B.A., General Business, University of North Florida, Jacksonville, FL

B.S., Accounting, Florida State University, Tallahassee, FL

Certified Public Accountant, State of Florida

PROFESSIONAL AFFILIATIONS

American Institute and Florida Institute of CPA's

TECHNICAL SKILLS

Proficient in a wide variety of software applications including Excel, Word, PowerPoint, MAS90/200 accounting, Peachtree Accounting, QuickBooks, J.D. Edwards, Timberline, Windows Operating System, SAP Business One, Avatax.