

JIMMY D. MULLENS, CPA

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Senior Finance Leader

Financial leader in accounting, financial planning and analysis, process improvement, profit enhancement, and staff development with experience in a multi-site, fast paced growth environment. A business partner to the leadership team providing value added financial support, identifying opportunities, and development of strategic and tactical plans. My core competencies include:

Accounting	Std. Cost Accounting	Staff Development & Leadership
Budgeting/ Forecasting	Cash Management	Financial Modeling
Strategic Planning	Strategic Business Partner	Effective Communication Skills
Financial & Operational Analysis	Process Improvement	Excellent Interpersonal Skills

PROFESSIONAL BACKGROUND

- ☒ Director of Finance with a \$100 million private equity international distributor and manufacturer. Director of Planning and Field Finance for a \$4.5 billion publicly traded international distributor. Region Controller progressing from a \$250 million business unit to a \$1 billion business unit. Tax Manager with a \$450 million private equity office products distributor.
- ☒ Experienced business partner collaborating with all functions to understand business segment, channel, and category revenues, key cost drivers, customer profitability, cost variances, and provide financial modeling and forecasts. Through leadership and providing financial support operating expenses have declined up to 500 basis points, efficiencies have increased by 50%, and costs reduced by \$9 million.

EXPERIENCE

LEXINGTON HOME BRANDS, Thomasville, NC

Director of Finance

May, 08 – January, 09

- » Partnered with senior leadership to design a strategy to reduce costs by \$8 million over 3 years.
 - » Identified \$2.5 million of eligible inventory excluded from borrowing base. Increased cash availability by \$1 million.
 - » Championed cross functional team that successfully identified \$3 million of slow moving inventory.
 - » Developed an inventory reporting package that tracked inventory flow through the supply chain. This improved the accuracy of forecasted inventory levels.
- ☒ Managed general accounting, inventory accounting, financial planning and analysis, accounts payable, accounts receivable, and cash management functions for this \$100 million international distributor and manufacturer of premium home furnishings.

UNITED STATIONERS, INC., Deerfield, IL (NASDAQ:USTR)

Director of Planning and Field Finance

October, 04 – April, 07

- » Led process improvement team to simplify the annual budget process. Reduced cycle time for completion of the annual budget by 50%.
 - » Developed standardized reporting and accrual procedures within the Field Finance function. This established consistent reporting and increased efficiencies across the company's largest division.
 - » Championed a regional business review process in collaboration with the Senior Vice Presidents of Operations, Sales, Finance, and Human Resources. Resulted in improved communications between regional and senior management teams.
- ☒ Directed the Financial Planning and Analysis Department for a publicly traded \$4.5 billion international distributor of office, computer, and janitorial products. Led the Field Finance team for a \$3.8 billion division. Financial liaison for Sr. Vice President's of Sales and Operations Leadership teams.

Region Controller – Southwest and East Regions

March, 92 – September, 04

- » Led a company-wide cross functional process improvement team to reduce losses from damaged merchandise. Two-year cumulative savings of \$9 million.
 - » Partnered with operations and sales to identify key cost drivers, best practice opportunities, customer profitability, and improve labor planning. Reduced expenses by 500 basis points.
 - » Member of region SWAT team to address operational issues, eliminate receiving backlogs, shorten lead times, and improve inventory controls.
- ☒ Managed the accounting and finance function for regions with \$250 million of sales and subsequently \$1 billion of sales and up to eight distribution centers. Responsible for accounting, budgeting, forecasting, analysis of monthly financial and operational results, financial modeling, development of key metric reports, identification of business opportunities, internal controls, and operational reviews.

STATIONERS DISTRIBUTING CO., INC., Ft. Worth, TX (Acquired by United Stationers, Inc.)

Tax Manager

March, 87 – February, 92

ARTHUR ANDERSEN & CO., Dallas, TX

Tax Senior

June, 83 – February, 87

EDUCATION AND CERTIFICATION

Master of Science - University of North Texas, Denton, TX

May, 83

Bachelor of Business Administration - University of North Texas, Denton, TX

August, 81

Certified Public Accountant (CPA)

COMMUNITY

Volunteer Center of Greensboro – Accountant

Triad Jobs Search Network – Board Member

Habitat for Humanity – Build Site Volunteer