

# GERARD PEPIN, MBA

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## GOAL

A position that will afford me the opportunity to utilize my knowledge and skills in strategic, operational, and financial management in addition to team building; to provide leadership in the advancement of organizational directives.

## QUALIFICATIONS

- ◆ Strategic Planning
- ◆ Financial Management
- ◆ Accounting
- ◆ Business Development
- ◆ Marketing Management
- ◆ Process Improvement
- ◆ Customer Service
- ◆ Team Building
- ◆ Operations Management
- ◆ Product Merchandising
- ◆ Commercial Lending
- ◆ Training & Staff Development

## ACHIEVEMENTS

- **Developed and Implemented** restructuring of accounting information in support of company profitability initiative.
- **Conducted** operational needs analysis, strategic planning, and change implementation for business operations: cash flow management, budgeting, product costing & estimating, inventory management, receivable/payable control, and accounting systems.
- **Created and Implemented** systemized process for product and service pricing to achieve profitability directives.
- **Directed:** sales, underwriting, financial analysis, and collection functions for \$25 million small business loan portfolio. Provided fiduciary analysis and recommendations for clientele.
- **Directed** operation with \$7 Million budget.
- **Directed** three separate department consolidations utilizing internal and external resources. Completed within established time frames and within budgetary requirements. (Received Employee Recognition Award).
- Successfully **Led** team, comprised of several internal and external entities, to research legal issue.
- **Achieved** 10% departmental sales increase in spite of total store sales decrease.
- **Achieved** operational improvements via analysis, strategic planning, and change implementation for various company functions: cash flow management, budgeting, product costing & estimating, inventory management, receivable/payable control, and accounting systems.
- **Achieved** over 10% efficiency increase through self-developed systematized hiring process.

## EXPERIENCE

**PRESIDENT** – *Responsible for Business Development, Strategic Planning, Recruitment, and Operational workflow for organization. Perform operational analysis and strategic planning for business operations.*

RESOURCE SOLUTIONS OF THE CAROLINAS, LLC (Greensboro, NC) 2008  
*Regional Consulting organization*

**ACCOUNTANT** - *Performed various accounting functions: Budget Preparation, Account Review, and Audit Preparation.*

ACCOUNTEMPPS, (Greensboro, NC) 2006 - 2008  
*National accounting placement firm*

**STAFF EXECUTIVE (Business Consultant)** - *Performed operational analysis and strategic planning for business operations: cash flow management, budgeting, product costing & estimating, inventory management, receivable/payable control, accounting systems and implementation*

GEORGE S MAY INTERNATIONAL (Park Ridge, IL) 2007  
*Business Consulting Corporation primarily focused on Medium to Small organizations*

**FINANCIAL MANAGER** - *Directed financial operation for \$4M manufacturer. Achieved targeted profitability directives. Implemented organizational cost accounting restructuring. Developed departmental cost centers supporting initiatives detailing cost structure analysis.*

GRANITE AND MARBLE BY MALAVE, (Greensboro, NC) 2005  
*Southeastern manufacturing firm*

**BUSINESS BANKER** - Directed sales, underwriting, financial analysis, and collection functions for small business portfolio. Provided guidance regarding regulatory inspections and approvals. Provided fiduciary recommendations as part of the financial analysis of current and projected cash flow streams for client.

BRANCH BANKING AND TRUST, (Statesville, Greensboro, NC)

2002 - 2005

*Southeastern Regional Banking Corporation*

**BUSINESS CONSULTANT** - Performed overall strategic planning for small business clientele: cash flow management, budgeting, product costing, marketing, production, sales, business plans. Modified and conducted training seminars for business owners

**RESEARCH ASSISTANT** - Performed administrative support tasks: updates for website and data systems. Researched, created, designed, and implemented SBDC website update.

SOUTH CAROLINA SMALL BUSINESS DEVELOPMENT CENTER., (Columbia, SC)

1999- 2002

*Division of Small Business Administration - specializing in consulting for small business owners*

**ASSISTANT SALES MANAGER** - Coordinated financial reporting, budget preparation, opening & closing duties, and Internal operations. Managed and directed product merchandising, sales transactions, budgetary goals and staff development.

NIKE INCORPORATED, (Grove City, PA)

1998 - 1999

*International firm specializing in sports footwear & apparel.*

**DISTRICT MARKETING COORDINATOR** - Monitored competitor's pricing and marketing strategies. Coordinated gathering and report of all pertinent competitor information for inclusion in district marketing plan

**DEPARTMENT SALES SUPERVISOR** - Managed and directed Computer Sales team with \$7 million budgetary goal. Prepared and implemented time schedules, hiring, employee sales training and development. Directed product merchandising. Part of management implementation team for new store opening.

**DEPARTMENT SALES ASSOCIATE** - Performed product merchandising and customer sales and service.

BEST BUY, INC.; International retail firm (Boardman, OH; Pittsburgh, PA)

1996 - 1998

Received **Sales Recognition Award**

**ASSISTANT DIVISION MANAGER** - Directed the Business Policy and Internal Auditing production - operation workflow, personnel, finance, and computer systems. Awarded **Employee Recognition Award**

**ASSISTANT TO THE MANAGER** - Performed operations management functions.

**ASSISTANT MANAGER TRAINEE** - Trained in all facets of operation.

LIBERTY MUTUAL INSURANCE COMPANY, (Gainesville, GA, New Castle, PA)

1982 - 1996

*International firm specializing in financial services for insurance industry*

#### EDUCATION

**ACCOUNTING COURSEWORK** NORTH CAROLINA STATE UNIVERSITY; (Raleigh, NC)

2006

Completed 19 credit hours accounting coursework, with a 3.9 GPA, to supplement financial education. Accepted into Masters of Accountancy program.

**MBA, UNIVERSITY OF SOUTH CAROLINA**; Moore School of Business; (Columbia, SC)

2002

Awarded **Charles W. Coker Memorial Scholarship**. Positions Held: **TREASURER** - University of South Carolina - MBA Class of 2001; **CONSULTANT** - MBASBA (University of South Carolina - Moore School of Business);

**DIRECTOR** - MBASA (Univ. South Carolina - MBA Student Assoc.) Philanthropy Committee.

**BS, UNIVERSITY OF NEW HAMPSHIRE**; The Whittemore School of Business (Durham, NH)

1982

**Dean's List**; awarded **J Guy Smart Scholarship**.