

JEFF WILSON

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PROFILE

C-Level executive who drives business development, captures operational efficiencies, and tightly manages financials. Specializes in transforming companies from financially-hemorrhaging entities into lean, well-funded corporations. Extensive, multi-disciplined background, providing advanced skills to continually analyze and enhance operations, formulate turnaround plans, and implement strategies to scale operations so companies can increase profits and grow. Proven performance saving organizations millions of dollars by analyzing all income and operational expenses, then renegotiating costs to boost the bottom line, implementing updated technology, while fueling overall revenue.

Strategic Operations Leadership
Sales & Marketing Leadership
Organizational Growth Strategy
Turnaround Management
Real Estate Transactions
Change Management
In-House Counsel

LEADERSHIP HIGHLIGHTS

- ✓ Revitalized stagnant \$5M, 3-division, 4% profit company into \$13M, 6-division, 8% profit company.
- ✓ Led company from \$100K / month loss to break even in 3 months, then \$1M profit in 3 years.
- ✓ Coordinated launch of 15 new offices, utilizing custom model that attained profit in year 1.
- ✓ Reduced raw materials 10% through competitive bidding, soft volume commitments, and substitutions.
- ✓ Negotiated new contract generating 80% savings in annual IT expenses, completing full upgrade with savings.
- ✓ Drove significant growth in maturing a start-up from \$1MM to 7+MM over four years, reaching record profits.
- ✓ Increased total division sales over 100% through new sales structure, marketing campaigns, and cross-selling.

EXPERIENCE

NEXT LEVEL MANAGEMENT , LLC

2001 to Present

Senior Business Executive leads projects focused on generating revenue, reducing expenses, and increasing bottom line.

- Slashed accounts receivable aging 87% after leading EHR-healthcare billing software overhaul.
- As CFO / GC, structured financing, sale, and reopening of closed Big 3 auto manufacturing plant.
- Completed due diligence to eliminate \$2M loss, then advised buyer during negotiations of an auto paint company.
- Negotiated purchase of luxury builder foreclosure; became General Contractor, completed building, and sold.
- Drafted software licenses, IP filings, sales contracts, and non-competes as Assistant GC for VC-funded developer.
- Completed turnaround of self-storage facility; executing plan to lease it, sell it, and acquire additional facilities.
- Directed best-seller campaign for new book, formed online partnerships, promoted, and captured #1 ranking.

JCS, INC.

1993 to 2001

Chief Operating Officer | Chief Executive Officer: Led extensive turnaround by changing marketing, sales, financial, IT, HR and legal, then accelerated organizational growth. Developed multiple new territories and diversified heavily to penetrate 4 new market segments, ultimately selling the company. Oversaw 225+ employees.

- Skyrocketed sales 6-fold and boosted profit 10X in 4 years.
- Delivered target of 20% EBIT through adopting lean culture.
- Awarded 1st statewide contract over 50 competitors by forging key strategic alliances.

QRC, INC.

Prior to 1993

Chief Financial Officer | Chief Operating Officer: Steered complex web of 5 businesses in unrelated industries, supervising GMs in each business, along with 360 workers.

- Expanded organization from \$5M to \$13M and raised profit margins from 4% to 10%.
- Grew territory 125% with the creation of 3 new divisions.
- Achieved all-time record of 10% profit through lean operations techniques and a revolving budgeting system.

EDUCATION

Juris Doctor | Master of Business Administration | Master of Health Care Administration, University of Toledo
Bachelor of Administration | Accounting | Management | Computer Science, Defiance College

BAR ADMISSIONS – CERTIFICATIONS -- LICENSURE

State of Ohio | State of Michigan | CMA | CBM | Series 7, Series 66, Health/Life Licenses