

Introduction:

Gary Jennings is an effective – results driven business manager with an extensive transaction and project development background.

Proven ability to sell and manage complicated projects and solve problems efficiently. Do not hesitate to ask about nonprofits, inventions, transactions, consulting, and investment evaluations.

Sales Management Summary.

Sales Manager, United Solutions Group, CA & FL 2000 to 2023.

- Listed and sold nineteen companies with no chargebacks or litigation.
- Analyzed and completed 300 due diligence evaluations to determine investment viability.
- Developed three nonprofits: www.airleasing.net, www.stoprecidivism.net, hybrid EB5.
- Projects in Bahamas, USVI, Puerto Rico, Dominican Republic, Baja Mexico, CNMI, United States.
- Detailed transaction summary available upon request (transactions and evaluations).

Sales Manager, G. Jennings & Son Food Brokerage, Oakland, CA 1988-1996.

- Expanded frozen food sales from zero to \$ 3.0 million via foodservice distributors (SF Bay area).
- Products: Meat, Condiments, Oils, Buying Group Service, Non-Profit officer.
- Injured from 1996 to 2000, retrained to become a business broker, investor, and inventor.

Sales Representative, Carnation / Nestle Retail Grocery & Food Service, Dallas, TX 1984-1988.

- Expanded dairy sales from zero to \$3.0 million (Three-state territory startup).
- Opened new accounts HEB, Texas AM, Safeway, Food Co, and regional grocery distributors.
- Promoted twice and left Carnation/Nestle Group to open G. Jennings & Son Food Brokerage.

Project Management.

- Daily use of MS Office 365, Word, Excel, Internet search, Apple/Mac, and PC operation.
- Organized business plan/construction budget for the Sea to Sea Project Bi-National Canal Project.
- <https://www.facebook.com/groups/1619375021661654>.
- Organized financial and sales plan for www.stoprecidivism.net.
- Organized financial and sales plan for www.airleasing.net.
- Organized financial and development plan for Hybrid EB5 (CNMI).
- Organized business and financial plan for coconut oil into diesel fuel (10.0 million gallon oil project).
- Patent holder; refrigerated ice cream container for American Airlines, 1985 (first class ice service).

Management Style.

- Seasoned entrepreneur with a gregarious – creative spirit.
- Strong investigative and financial skills to sell projects and increase profitability.
- Senior ability to manage high-volume data (product data, accounting files, deal team, legal issues).
- Hands-on, disciplined manager who solves problems with diplomacy.
- Senior understanding of litigation avoidance (employee issues, warranty, contamination, contracts).
- Senior understanding of development, evaluation, valuation, acquisition search, and due diligence.
- Senior understanding of MOUs, LOIs, term sheets, asset sales, and escrow process, litigation avoidance.

Accounting Skills.

- Senior understanding of formation, P&L, working capital, accounting, and due diligence process.
- Working knowledge of contracts, GAPP accounting, SEC guidelines, U.S. tax code, and legal system.

Education.

- Business Management (finance focus), California Polytechnic State University-SLO, CA (83/84).
- General education San Diego State University S.D, CA (81/82), Lincoln High, Stockton CA (1981/82).
- Lincoln High School, Stockton CA 1976-1980.

Personal Interests.

- Boatbuilding: Avid sailor rebuilt three wooden sailboats (40ft) and one steel trawler (70ft) (S.F. Bay).
- Visited two hundred museums and fabricated one 15,000-pound moving steel art structure (BM).
- Affiliations: Tribal member of Choctaw Nation, PKA alumni, SDSU alumni, Cal Poly alumni (CA).
- Solving complicated problems.
 - Solar desalination of brackish groundwater and hydrology.
 - Nonprofit funding (transferable tax credit)(www.stopprecidivism.net and www.airleasing.net).
 - Alternative fuel via surplus coconuts (mixing coconut oil into diesel fuel as an additive).

Professional and Personal References.

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