

Introduction: I am a practical, results-driven business manager with an extensive background in sales, business development, and acquisition management. I have a proven ability to develop, sell, and manage complicated projects on schedule. A detailed transaction summary available upon request.

Sales Management Summary.

General consulting, Gary Jennings, 2016 to 2023. (www.gjennings.com).

- **Scope:** Acquisitions, project management, project development, and financial review.
- Managed 300 due diligence evaluations to determine investment viability (over seven years).
- Extensive interaction with investment bankers, private equity investors, and business owners.
- Projects in Bahamas, USVI, Puerto Rico, Dominican Republic, Baja Mexico, United States.
- Expert understanding of litigation avoidance (employee issues, warranty, contamination, contracts).

Business Manager, United Solutions Group (Business Broker), CA, 2000 to 2016.

- Listed, managed, and sold nineteen companies, 2000 to 2015.
- Senior understanding of development, evaluation, valuation, acquisition search, and due diligence.
- Senior understanding of MOUs, LOIs, term sheets, strategic analysis, valuation, asset sales, escrow.

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

- Expanded food sales from \$ 1.0 million to \$ 8.0 million annually.
- Sold new accounts, Sysco, SE Rycroft, local distributors, and national restaurants.
- Products: Beef, Soup, Condiment, Oil, Buying Group Service, Non-Profit officer.
- Injured from 1996 to 2000, retrained and opened United Solutions Group.

Sales Representative, Carnation / Nestle Retail Grocery & Food Service, Dallas, TX 1985-1988.

- First corporate sales position after college, top salesperson three years straight (one of nine reps).
- Expanded dairy sales from zero to \$4.0 million (Three-state territory startup).
- Sold new accounts: HEB, Texas AM, Safeway, Food Co, and regional grocery distributors.
- Products: Dairy (Ice cream, yogurt, fluids, ingredients).

Management & Creative Style.

- Daily use of MS Office 365, Word, Excel, Internet search, Apple/Mac, and PC operation.
- Senior ability to manage detail and COMPLEX financial data.
- Seasoned entrepreneur with a gregarious – creative spirit.
- Strong investigative and financial skills to sell complicated 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.

Accounting & Business Process Skills.

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

Public Speaking.

- Over five years, I gave ten cable and print interviews, appeared in two movies, presented to fifteen city council meetings, and presented at four large public meetings, Sea to Sea Canal Project.

Real Estate.

- Over five years, I have evaluated one hundred commercial properties for redevelopment.
- Conversion from industrial or Class C office space into urban 1,000 sqft loft apartments.
- Scope: New bath, kitchen, roof, electrical, plumbing, foundation, AC/Heat, flooring, windows, utilities.

Project Management.

- Funded the start-up costs for www.stoprecidivism.net (nonprofit).
- Funded the start-up costs for “Tribal Education Hybrid EB5” (tribal student loan program).
- Funded the start-up costs for “Pollution Clean UP” (20 pollution categories, ten-year program).
- Funded the start-up costs for “Sea to Sea Project Bi-National Canal Project” (water project).
- <https://www.facebook.com/groups/1619375021661654>.
- Financed the start-up costs for www.airleasing.net (nonprofit funding).
- Patent holder: refrigerated ice cream container for American Airlines, 1985 (first class ice service).

Congressional Projects.

- Under review by a congressman, www.stoprecidivism.net (nonprofit).
- Under review by a congressman, Tribal Education Hybrid EB5 (tribal student loan program).
- Under review by a congressman, Pollution Clean UP (20 pollution categories, ten-year program).

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 School, Stockton CA (76/80).

Personal Interests.

- Sailing: Avid sailor and 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 social problems (“there’s always a way...never give up inventor mentality”).