

## Jeffrey Feingold, C.P.A.

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### Business Development Executive

Vision: *"Transforming Concepts into Results."* I thrive on challenges that are presented to companies in a rapidly changing marketplace. Identifying opportunities; building new market channels and creating measurable results is what motivates me, and has resulted in a proven track record for over 20 years in partnering with C-level professionals.

### Core Capabilities

- Strategic view of business development
- Consultative selling to senior management and decision makers
- Winning new clients; leveraging existing clients
- Increasing gross margin through efficient product development and sales
- Proven market penetration techniques
- Effective motivation and mentoring of sales staff

### Professional Experience

#### Managing Director

2006 – Present

Alliantgroup, \$100m national consulting firm, offering specialty tax services related to research and development tax credits, sales and use tax reviews, green energy credits, state and local taxes, and other advisory services. Directed both channel distribution and direct sales effort throughout the territory. Developed \$8m dollar pipeline in first two years. Sales lead generation, presentations, negotiations. Sales directly to C-Level executives and company owners. 97 engagements sold in first two years – all engagements with company owners, CFO's, Controllers or similar decision makers. Target clients are small to mid-size companies, most commonly \$5m - \$50m sales range, and typically in manufacturing, high technology, medical, and related sectors. Complex technical sales, with strong emphasis on relationship selling. Sold a variety of advisory services (R&D tax credit studies, sales and use tax projects, extra-territorial income exclusion studies, etc.).

#### Accomplishments

- Sales closed: 31 engagements signed in first year.
- Revenue generated: >\$1m in fees in first year.
- Sales closed: 66 engagements in second year.
- Revenue generated: \$4m in fees in second year.
- Pipeline: run rate of \$8m in fees annually by end of second year.
- Relationship-sales: developed relationships with approximately 50 CPA firms (and many of their clients) throughout assigned territory, including many of the largest firms across New England.
- Managed and mentored team of associate directors, callers, and marketers.

**Senior Business Development Manager - Northeast**

2005

Control Solutions International, \$80m international consulting firm (part of \$1b Altran, Europe's largest technology consultancy), offering internal audit, Sarbanes Oxley, and IT audit services. Highly successful in setting meetings, making presentations, and closing sales with many fortune 100, 200, 500, and 1000 companies throughout assigned territory of New England, NY, NJ, PA, and Canada. C-level sales to CFO's and similar. Big-ticket, solutions sales.

Accomplishments

- Sales closed: 8 in first year
- Revenue generated: >\$2m in first year versus assigned quota of \$1.7m.
- Relationship-sales: developed relationships with dozens of senior finance executives in companies throughout assigned territory, including many large companies which Control Solutions had never previously worked with.

**Consulting CFO: University of Chicago, Ogilvy Public Relations Worldwide**

2001 - 2004

Interim CFO at the University of Chicago's National Opinion Research Center, and for Ogilvy PR WW.

**Vice-President/CFO**

1995 - 2000

Boston Common Press, Brookline, MA, *12mm dollar media company*

**Controller/CFO**

1991 - 1995

Harte-Hanks Communications, Inc., Boston, MA and San Antonio, TX, *International \$700 million dollar software, direct marketing, and newspaper company*

**Tax Accountant, Senior Accountant/Manager**

1988 - 1990

Arthur Andersen & Co., Boston, MA, *Big 4 accounting firm*

**EDUCATION**

**University of Massachusetts**, Bachelor of Science, Management, 1988 (Accounting concentration). summa cum laude. Minors: English, Philosophy.