

# Kim Wilson, MBA

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Multifaceted, results oriented professional and CPA Exam passer with an extensive accounting background and 20 years of proven success managing a \$4.5 million business. Demonstrated expertise in generating profit with superior quality work, efficiency improvements and client retention.

## Experience

- CPA Exam passed on first attempt  
REG 97, AUD 94, FAR 90, BEC 87
  - Accounting management
  - Full charge bookkeeping
  - Cash basis & accrual accounting
  - MS Office, QuickBooks, TurboTax
  - Financial reporting
  - Financial statement analysis
  - Working capital management
  - Project management
  - Software & web site analysis and design
  - Profit and loss responsibility
  - Process and workflow design
  - Capital asset analysis/procurement
  - Manufacturing operations
  - Purchasing and inventory
  - Product design and development
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## Accomplishments

- Managed financial operations and monthly accounting cycle through income statement and balance sheet for high volume retail and restaurant businesses with 1,000 – 2,000 daily transactions.
  - Converted a rudimentary cash basis bookkeeping system to a computerized accrual accounting function.
  - Grew a start-up with 5 employees to a mature organization with \$4.5 million in annual revenues, 60+ employees, net profit in excess of 30% and gross margin of 50%+; maintained gross margin during times of increasing costs through process redesign, effective sourcing and technology utilization.
  - Retained customers for 20+ years on a \$10 commodity item. Increased the customer service level from 90% to 98.5% for shipping an individually customized product within 24 hours of a customer ordering.
  - Analyzed and implemented capital asset projects up to \$100k. Purchased an \$80k industrial laser that saved 50% of the prior labor cost and saved \$10k per year through fewer marking quality rejections.
  - Contracted and designed both fully and semi-customized enterprise software applications, web site applications and computer networks, installation of which increased business flexibility by an immeasurable amount and reduced order processing labor by 20% to 100%, depending on the project.
  - Designed processes to minimize cost while maximizing efficiency and quality. Implemented a cutting method that brought production in-house, eliminated all quality problems and decreased costs by 40%.
  - Reduced inventory by 30% while adding products and variety; moved to just-in-time where possible.
  - Designed, sourced, produced and brought more than 10 unique new products to market.
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**Employment** **General Manager/Accounting Manager** *CID, Incorporated, Seattle, WA, 1991-present*  
Managed a consumer products business with catalog, wholesale and manufacturing components.

**Office Manager/Bookkeeper** *CID, Incorporated, Seattle, WA, 1988-1991*

Performed all bookkeeping, state tax, payroll and general office duties.

**Education** **Master of Business Administration**, *University of Washington, Executive Program, 2001*  
**Bachelor of Arts, Business Administration**, *University of Washington, 1999*

**Community** **AICPA, WSCPA, AWSCPA, ASWA**, Member in good standing  
**Towne Terrace Board of Directors**, Treasurer  
**Boys and Girls Clubs of King County**, Tutor and mentor in after school program

**Interests** Volunteer work, travel, literature, cycling, running, alpine & skate skiing, hiking, Town Hall, Seattle Arts & Lectures, basketball, ballroom & Latin dancing.