

Scott C. Atkinson

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What I Do Best

Help businesses & individuals make and keep more money
Off-load Owners & Executives—magnifying their capability, focus and freedom

Summary

- 20 years of success managing multiple business units, operations and growth development.
- Analytical insights critical for decision making, business opportunities and planning.
- Full financial processes, planning, budgeting, advisory and reporting compliance.
- Mastery of details: compile, organize, evaluate, summarize, report and implement decisions.
- Focus on solutions that are creative, resourceful, protective, cost saving, and efficient.
- Ethical confidant. Creative partner. Magnifying force.

Professional Experience

Corporate Business Manager & CFO Packard, Packard & Johnson Los Altos, CA 1998-Present

- Operational leadership of all business aspects of national law firm doing complex federal cases.
- Direct financial operations, analysis and planning, budgeting and cash flow, cost efficiencies.
- Manage business and partner portfolios, bank loans, investor relationships, and tax compliance.
- Commercial office building construction, leasing, operations, and facilities management.
- Charitable foundation formation and compliance; manage operations and ongoing functions.
- Human resources chief including pension plans, insurance, benefits, time and cost tracking.

Business Development as CFO, COO & Consultant Atkinson Management Mt. View, CA 1992-1998
(Functions for various simultaneous clients):

General Manager Kyriale Properties, LLC, Mountain View, CA

- Improved owner distributions by 50%; stabilized cash flow through cost savings & quick turns.
- Instituted preventative inspections; Led leasing, legal, financial reporting, and refinancing.

Real Estate Developer Private Equity, Mountain View, CA

- Defined architectural design parameters, plan review, submissions and modifications.
- Negotiated 60% contribution by Public Works; Obtained City Council & Planning approvals.
- Selected contractors, established schedule; inspection and approval; payment authorization.
- Secured bank financing, directed sales & marketing. Closed project sale with 25% profit margin.

CFO, Environmental Products Co. ReWater Systems, Inc., San Diego, CA

- Created business plan, wrote marketing materials; influenced creative product development.
- Completed two rounds of equity financing as CFO, maintained investor relationships/reporting.

Commercial Construction Business Manager Pollett Enterprises, San Jose, CA

- Initiated cost and time savings, increasing profitability by 17% per project avg. over 7 year period.
- Clients included Marriott Hotels (multiple facilities), Federal Express, and Veterans Hospital (P.A.)
- Increased revenue 350%, managed relationships, bidding, contracts, personnel, and financing.

CFO, Software Startup Co. Imagine Engine, Palo Alto, CA

- Controlled financial operations and analysis. Completed sale to Houghton Mifflin.

Consultant, High-Tech Training McNeil Consulting Group, San Jose, CA

- Developed and implemented training delivery methods, increasing productivity by 9%.

Senior Financial Auditor Ernst & Young Palo Alto, CA 1989-1992

- Analyzed accuracy and potential efficiencies for companies including Apple, Genentech, etc.
- Selected by Partners to develop relationships for Japanese Business and Life Sciences Groups.

Education

Degrees: B.S. Accounting (Brigham Young University - Ranked Top 3 School)

Additional Degrees: Business Management, Japanese, Microbiology