

C. JEFFERY CHICK

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Global Senior Executive with standout record of achievement in guiding organizations to record revenue/profit performance. Expertise in P&L/general management, team leadership, operations, business transformation, strategy, M&A and IPOs.

Transformed 75-year-old company into global leader, increasing annual revenue 178% to \$250 million in 4 years.

Halted sales decline and \$4+ million loss, restoring profitability in 6 months. Grew operating income 5-fold to \$15 million.

Rationalized and unified management structure across 20 operating companies, improving margins 16%+.

Acquired \$100 million company for \$17.5 million. Enhanced stock value 400%.

Impact Player ... brings strategic insight to deliver change with top- and bottom-line value, exceeding stakeholder objectives.

- Grew 3rd-party logistics company from \$3 million to \$70 million billings, positioning it for successful IPO in 3 years.
- Driving force behind 5-fold growth of business services firm to \$100+ million annual revenue over 4 years; architected innovative research-driven sales model adopted as industry standard; solidified multimillion-dollar opportunities.
- Led 81%+ growth to \$27 million annual revenue with 44% profitability; restructured software vendor into solution provider.

Catalyst ... sets vision and drives tactical execution to renew corporate health and establish competitive advantage.

- Won \$100 million new business in 14 months; built BPO practice, capturing contracts with Citibank, MasterCard and Visa.
- Quadrupled multimillion-dollar revenue in <3 years, achieving 59% CAGR and improving gross profit from 25% to 50%.
- Personally generated 38% of total annual sales; developed multiple industry practices for E&Y, IBM, CFC, others.
- Jump-started defunct national franchise chain, scaling to 2,000+ operations and attaining #3 market position nationwide.

MBA, International Finance, Fairleigh Dickinson University, Madison, NJ | **BS, Marketing**, University of Texas at Arlington

PROFESSIONAL EXPERIENCE

President | DRIFTWOOD ENTERPRISES, Frisco, TX, 2006 – Present

(provider of business transformation advisory services including startup, turnaround and M&A strategies)

President & CEO | FURMANITE WORLDWIDE, INC., Richardson, TX, 2002 – 2006

(leading provider of technical field services/engineered solutions; NYSE:FRM; www.furmanite.com)

- P&L responsibility for global company with 2,400 employees across 12 countries. Led comprehensive restructuring and modernization, improving operating profit from \$3 million to \$15 million annually. Continued globalization into 20+ countries.
- Guided acquisition of Flowserve (NYSE:FLS) General Services Division, adding \$100 million revenue.

Vice President & General Manager, Americas | S2 SYSTEMS, INC., Plano, TX, 1999 – 2001

(enterprise software solutions provider specializing in e-commerce and transaction management.)

- Recruited by private equity group, Baker Capital, to manage P&L for rebranding of legacy system vendor as enterprise solution provider. Created Solutions Design Group, building recurring revenue stream.
- Grew to \$27 million at 22% CAGR over 3 years while increasing operating margins from 38% to 44%.

Vice President | PFSWEB, INC., Plano, TX, 1997 – 1999

(\$360 million e-commerce and BPO company; NASDAQ:PFSW; www.pfsweb.com)

- Recruited to division president-level position to create stand-alone BPO business specializing in transparent 3rd-party logistics and transaction management. Solidified \$70+ million in multiyear contracts while increasing gross margins to 44%.
- Launched e-commerce division, opening \$12+ million revenue stream. Key in preparing company for successful IPO.

Managing Director, Business Process Outsourcing Practice | AT&T SOLUTIONS, Jacksonville, FL, 1996 – 1997

(formerly AT&T American Transtech, \$450 million BPO practice; sold to CBIS in 1998 and formed into Convergys, NYSE:CVG)

- Recruited to fully develop business process outsourcing capabilities within US financial services market. Held P&L accountability. Secured \$50 million multiyear contract with Citibank, growing practice to \$100 million.
- Increased contribution margins 20% and operating profit 15%+.

Managing Principal | CAPITAL CONSULTING & RESEARCH, New Canaan, CT, 1993 – 1996

(consulting and business strategy firm with focus on professional services; sold to Time Warner in 1997)

- Hired as business development executive. Defined service offerings and created value proposition, expanding capabilities beyond contract research and into new business model and strategy practice. Led 300% growth; increased project size 85%.
- Secured major relationships with IBM, E&Y, CSC, Arthur Andersen, Watson Wyatt, Unisys and Oracle.

Additional: Director, Marketing & Business Development Operations; Manager, Direct Marketing & Lead Generation; Telemarketing Executive; Gemini Consulting. General Manager, Scotti Muffler Franchise Division; Sales Manager, Equipment Sales; Director of Marketing & Advertising; Worth Manufacturing.