

## **JIM KLINE**

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### **FINANCE DIRECTOR**

Experienced financial leader with a specialty in leading organizations through transition  
Excellent team builder and communicator

- **Financial Planning & Analysis**
- **Financial Operations**
- **Pricing**
- **Strategic Planning**

### **EXPERIENCE**

#### **SOURCECORP, Inc (Document Scanning & Storage) – Dallas, TX 2006 – Present** **Director Operations Planning & Analysis**

Team leader of the corporate Financial Planning & Analysis group, Structured Finance, and Merger & Acquisition Activities

- Developed and installed new budgeting and reporting methodology leading to a 4% increase in planned EBITDA
- Co-Developed modeling and “Bank Book” leading to \$125M PIK recapitalization loan
- Managed a team of 3 Managers and liaison to Treasury, Accounting, Tax, and other finance functions

#### **7-Eleven, Inc. (Convenience Stores) – Dallas, Texas 2003-2006**

##### **Category Business Manager- Financial Planning**

Team leader of a financial, planning and pricing team responsible for \$2.3 Billion segment of the organization. Plan, organize and direct macro level business decisions.

- Manage business segment to achieve margin levels that exceed industry standard by 400 – 500 basis points.
- Co-managed an implementation team that installed a Cognos based international planning and forecasting system and tied to corporate financial, capital and Business Objects based Point of Sale systems. System has over 250 users from corporate officers to divisional and market based users.
- Managed the implementation of a national and market based unit and sales tracking system.
- Implemented near real time and post event sales and profitability verification system. Sales increased \$20 Million due to use of this system.

#### **Dr. Pepper Seven Up (Beverage) – Plano Texas 2002-2003**

##### **Finance Manager – New Ventures – Contract Position**

- Led nationwide roll out of Deja Blue Water product and Raging Cow milk based product.
- Implemented nationwide financial plan for new product.
- Budgeted and managed local and national marketing funds
- Reconfigured financial analysis and planning system to control costs and drive volume

**BLOCKBUSTER INC. (Video Rental) – Dallas, Texas 2000-2001**

**Senior Manager, Finance – Merchandising – Supply Chain**

Led the business planning and analysis effort for video rental, retail, and studio operations

- Implemented new studio business operation resulting in incremental \$30M in EBITDA.
- Reconfigured rental merchandising creating \$20M in new segment revenue.
- Planned and managed \$3B P&L and managed studio accounting function.
- Designed, implemented and managed new analyst training rotation program for Finance.
- Led cross functional finance, accounting, supply chain, marketing, merchandising teams

**ZENITH ELECTRONICS CORPORATION (TV & Electronics) - Ft. Worth, Texas 1997 - 2000**

**Manager, Continuous Improvement - Logistics**

- Lead member of turnaround team reorganizing and rebuilding the logistics function.
- Reduced operating costs by 39% (\$30M) eliminating waste and fraud.
- Reconfigured import and customs operations with a 200% increase in productivity.
- Rationalized fleet capital and controlled trailer and power unit maintenance expense eliminating 40 power units and 250 trailers.

**FEDERAL EXPRESS CORPORATION (Transportation – Logistics) - Memphis, Tennessee 1991 - 1997**

**Financial Advisor 1995 - 1997**

- Led the development of domestic and international revenue, capital and expense plans, profit planning, strategic planning, pricing analysis, and financial performance review

**Senior Logistics Services Manager 1994 - 1995**

**Marketing Manager 1993 - 1994**

**Senior Pricing Specialist 1991 - 1993**

**ADDITIONAL EXPERIENCE**

**PARAGON HOMECARE CORPORATION - San Antonio, Texas 1990**

**Director, Corporate Communications - Investor Relations**

**SERVICE CORPORATION INTERNATIONAL - Houston, Texas 1987-1990**

**Manager of Strategic Planning & Analysis**

**CAMERON IRON WORKS – Houston, Texas 1982-1987**

**Sr. Business Analyst**

**PENNSYLVANIA STATE UNIVERSITY – University Park, Pennsylvania 1980-1982**

**Instructor / Graduate Assistant – Supply Chain**

**MASONITE CORPORATION – Towanda, Pennsylvania 1979-1980**

**Distribution Analyst - Inventory Planner**

**EDUCATION**

**PENNSYLVANIA STATE UNIVERSITY - University Park, Pennsylvania 1982**

Master of Business Administration - Finance

**PENNSYLVANIA STATE UNIVERSITY - University Park, Pennsylvania 1979**

B.S. Business Administration-Business Logistics