**Charlie Brown**

**Founder | CFO | COO**

(214) 282-9121 | charlestbrown@gmail.com | linkedin.com/in/charlestbrown

\*Searching for opportunities in the Columbus, OH area\*

**Astis – San Francisco, CA**

*Winter sports brand, manufacturing and selling unique, high-quality leather gloves and mittens*

*Executed the sale of the company*

**Co-founder/CFO-COO** 2010 – 2020

▪Managed all finance including forecasting/budgeting, cash management, short-/long-term financial models, working capital financing, invoicing/payables, payroll, purchase orders, accounting, taxes

▪Developed and managed all operational activities including manufacturing, fulfillment, inventory management, packaging, human resources, and legal

▪Cultivated domestic + international third-party supply chain and oversaw fulfillment + management of 100+ worldwide distribution accounts

▪Delivered consistent annual profit and >20% year-over-year growth in highly seasonal vertical with long material and production lead times

▪Hired several employees across functions and managed 6 direct reports across manufacturing and sales

▪Built and operated Astis’s manufacturing facility (over 10,000 annual units) with just-in-time manufacturing capabilities, reducing production and overhead costs by >30%

▪Created proprietary models + databases using Excel and programming in VBA to forecast material requirements, production schedule, & inventory for over 300 SKUs

▪Grew business from idea to self-sustaining $1M+ revenue retail + manufacturing brand now acclaimed in the winter sports industry with >115 full sale accounts across North America, Europe, and Australia

**CB Group, LLC – San Francisco, CA**

*CB Group was formed to provide consulting services to small businesses*

**Founder** 2009 – Present

▪Advise nascent ventures on development of business strategy and target market identification

▪Provide extensive financial and ROI modeling as well as projection analysis to fledgling enterprises

**Caribbean Property Group – New York, NY**

*Leading Private Equity Real Estate investor in the Caribbean, Central & South America*

**VP of Finance and Operations** 2007 – 2008

▪Sourced and evaluated $300M+ in prospective investments including acquisitions, financing, preferred equity, & other investments

▪Drafted and negotiated term sheets, letters of intent, & legal documents for $100M+ in investments

▪Created detailed financial models, performed due diligence for potential/existing investments, including internal sliding hurdle waterfall return analysis model for use in all investments

▪Helped close acquisition of Dorado Beach, a redevelopment of over $1B

**Deutsche Bank – New York, NY**

*Deutsche Bank is one of the world's leading financial service providers*

**Investment Banking Analyst/Associate** 2001 – 2007

▪Drafted, negotiated and structured over $3B annually in equity and financings across corporate recapitalizations, LBOs, M&As, project level, and mezzanine transactions

▪Created detailed financial analysis and models

▪Performed all due diligence and underwriting

▪Developed and maintained an internal database and reporting system to track performance, profitability, and exposure of deals and clients

**Georgetown University**, Washington, DC – *BA, BS Finance/Economics*, 1997 – 2001