



Bob Gaines Consultant

Bob's diverse management career has included positions with well known firms and brands, including AMR, Accenture, Baush & Lomb, Lockheed Martin, and Phelps Dodge.

Bob has utilized his entrepreneurial and corporate experience in building small and midsize businesses. He has a track record of increasing sales, reducing costs, streamlining operations, attracting and hiring quality personnel, and providing leadership that inspires and motivates employees to achieve extraordinary results, in a wide range of situations.

He is skilled in all areas of executive management, including creating buy-in of multi-million dollar capital expenditures, closing key outsourcing contracts creating innovative outsourcing solutions and expanding into new markets, and turning around companies that had negative earnings and growth. He uses his P&L experience to help companies consistently exceed financial objectives and achieve double-digit gains in revenues and profits.

Selected Achievements

- ⊕ Orchestrated turnaround of data processing company doubling the valuation in a year and a half.
- ⊕ Increased sales from 30 million to 60 million.
- ⊕ Reorganized sales force to focus on industry channels.
- ⊕ Initiated a technology strategy to carry customer data.
- ⊕ Reversed a profit decline and built revenues for a wholesale/retail oil and gas company.
- ⊕ Rejuvenated the outside and inside convenience store sales by remodeling and re-merchandising. Increased inside sales by 35% and outside (gas sales) by 30% in an industry that has a yearly

annual growth rate of 3% to 4%.

- ⊕ Increased company valuation by 50% and sold to a larger competitor.
- ⊕ Recruited to serve as President / CEO of Great North American Companies (1995 to 1997). Working in an entirely new industry, he slashed expenses, sold off unprofitable business units and returned focus and profitability to our core business. He reengineered the technology infrastructure to allow automated call distribution on high-speed telephony switches and increased throughput and productivity.

Skills:

- ⊕ Exceptionally strong written and verbal communications skills.
- ⊕ Highly personable and capable of working with other CEO's, family-controlled businesses, and corporate boards.
- ⊕ Proficient in solving problems and implementing solutions under tight deadlines.
- ⊕ Values driven with a keen eye for creating bottom line results and efficiently managing all levels of budgets.

Entrepreneurial and Fortune 500 Experience

- ⊕ Mak-Redy Services – President
- ⊕ Accenture – Director of Strategic Alliances
- ⊕ Passport Oil Company - President/CEO
- ⊕ Great North American Companies - President /CEO
- ⊕ Data Management Services / AMR Corp (American Airlines)

Education

Wharton Executive Program, Harvard