

ILYA (ELIJAH) GOUTS, MBA

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Ilya is a proven Leader, Senior Executive, C-Suite Officer, Entrepreneur, Consultant, and Board Member with over 23 years of success in Public, HealthCare, Telecommunications, Media, Consulting, Logistics, Investment, Power, Real Estate, Construction and Oil & Gas industries and extensive domestic and international experience in financial and business strategies, SOX & SEC compliance, efficiencies, budgeting and planning, M&A, supply chain, sales, services, and cost optimization. Expert in the development and implementation of complex financial and business solutions with ability to see “big picture” and strategic vision while focusing on the details. Possess strong background in leadership and skills in process improvement, project management in cross-functional environment, mediation, negotiations, and delivery of favorable results.

- Financial Management/Analysis
- Executive Leadership
- Accounting/Audit Standards
- Profitability Growth Forecast
- Planning & Budget Controls
- Business Development
- Operations Improvements
- Strategy Development
- Financial Risk Management
- Financial Strategic Planning
- Process
- Process
- Marketing Strategies
- Talent Management
- Product Development
- Research & Due Diligence
- Relationship Building

PROFESSIONAL EXPERIENCE

Sr. Consultant/Manager **WIPFLI, LLP.** Englewood, CO **2015 – Present**

Business Advisory Services: Provide executive leadership of various businesses with strategic advices on high-level financial, accounting and consulting services. Developed budgets, forecasts, capital budgeting, consolidated statements, cash flow projections, growth strategies, M&A valuations. Helped companies to lean operation processes. Stepped up into Controllership/CFO roles for medium-sized companies and MNC's with various branches, including international. Provided tax guidance, planning, audit and assurance and assistance with state and federal tax reporting.

Sr. Consultant **ROBERT HALF INT'L** Englewood, CO **2014 – 2015**

As the lead of the team of specialists who work with clients to monitor their existing business practices, identified weaknesses and recommended business and finance options and solutions to executives. Performed financial analysis, modeling, revenue forecasting and advised executive team on employee retention and motivation, marketing tactics, cash management and SOX practices.

Senior Manager, Accounting **DISH NETWORK, INC** Englewood, CO **2013 – 2013**

Managed complex contractual obligations, evaluated business processes in compliance with SOX & SEC, provided analytical support to executive team, created and lead special projects, developed plans for performance and KPI, deepened the leadership and education development program for accounting managers, proposed and implemented cross-training within the department.

- Developed several key processes minimizing error rate to 0.5% for contractual obligations and expenses.
- Set business performance standards and procedures and evaluated economies of scale for \$4B annual payment system utilizing lean principles.
- Automated processes to eliminate errors reducing labor hours while raising productivity and performance.

Finance Director, EMEA **EURASIAN INVESTMENTS, LLC** Scottsdale, AZ **2009 – 2013**

Successfully advised MNC's on process improvements, effective cost reductions, implemented new ERP system and developed new strategic initiatives in compliance with local, IFRS, GAAP, and SEC requirements. Worked in various cross-functional areas leading projects and creating

partnerships across business units.

- Developed financial models, proposed and implemented strategies on building \$1.2B power plant in sub-Saharan Africa while dealing with complex governmental entities.
- Led market research and cost/benefit analysis for \$260MM driving profitable growth of sales by 24%.
- Performed strategic planning, financial analysis, audit and prepared financials for various public (SEC filings) & private global and domestic companies, while determining risk areas resulting in improved financial processes, affecting short- & long-term cash goals reducing costs by 33%.

Financial Controller **AFFINITY TELECOM, INC** Boulder, CO **2006 – 2009**

Developed operational and financial standards and strategies; partnered with and coordinated cross-functional staff focusing on optimization of processes and operational profitability through innovation and collaboration. Established financial policies and procedures to increase cash flow; proposed and implemented new software design to streamline billing, collections, and revenue system, reducing process latency.

- Analyzed financial and strategic position, provided operational support, improved contribution margins, cash flow and assisted Board of Directors in raising 25% additional realizable gain.
- Discovered errors in reporting procedures resulting in upward billing revenue adjustment of \$9.6 million.
- Provided decision-making support and financial leadership; initiated and led the changes within the company's culture contributing to promotion of innovation and building team-oriented working partnerships.

Controller **WEDGE OIL & GAS, LLC: RMPSI, Inc.** Brighton, CO **2005 – 2006**

Participated in and oversaw due diligence of mergers and buy-outs of smaller companies and consolidated financial reporting. Established and implemented financial and accounting processes and controls in several newly acquired subsidiaries, maintaining accounting standards. Managed and directed credit requirements, cash metrics, collections, billing, and assets of the company, improving productivity and operational efficiency. Provided operational training and analytical support and partnered with VP of Finance, corporate executive team and staff to drive growth and profitability.

- Recommended and implemented ERP system across business divisions resulting in cost reduction of \$12 million, standardizing cost systems, better regulatory compliance, and internal controls.
- Successfully merged several companies in a multi-state environment resulting in reduction of costs.
- Provided guidance and support to team members increasing productivity and performance and lowering turnover.

Accounting Manager **KROGER, INC: Compass Logistics, Inc.** Denver, CO **1998 – 2004**

Performed analysis of accounting and financial processes to reduce costs. Encouraged changes in the group dynamics and culture to promote greater team environment, challenge and innovative spirit. Provided support and assistance to upper management and liaison for Kroger, Inc. supply management team. Introduced and implemented standard operating procedures and consistency to multiple lines of business accounting units.

- Identified budget overruns in cost centers and potential targets for cost reduction, saving company over \$3 million annually.
- Analyzed cost structure and inventory delivery system resulting in cost savings of \$1.5 million first year.
- Introduced barcode system to conduct accurate physical inventory and audit, reducing

costs and increasing accountability.

EDUCATION

MBA in Global Management, Executive Program
Thunderbird School of Global Management, Glendale, AZ (ASU)
(Graduated with Distinction - Magna Cum Laude; Beta Gamma Sigma; Pi Sigma Alpha)

Bachelor of Science, Business Administration, Accounting & Finance
Columbia College, Denver, CO

Currently working towards obtaining CPA License

PROFICIENCIES

Oracle, Lawson, SAP, PeopleSoft, MS Excel, MS Word, MS Word, Great Plains, Hyperion and ADP

Languages: Speak, read, and write fluent English and Russian
