

HARRY HARRISON

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SENIOR FINANCIAL EXECUTIVE

Private Investments, Hedge Funds, Asset Management / Real Estate / Manufacturing / Distribution

Expert at providing alternative strategic methodologies that bring about profitable results, while ensuring high-retention success and service as interface within business/investment environment. Extensive relations and communications expertise coupled with solid proficiency in identifying financial goals and objectives in support of corporate compliance with various internal departments and external business partners. Confident negotiator adept at contractual agreements, process streamlining, analytical problem solving, and decision making dexterity to effectively leverage and uncover complex improvement opportunities.

Core Qualifications

- Translating Vision Into Tactical Initiatives
- Customer & Stakeholder Relations
- Forecasting, Budgeting & ROI Accountability
- Performance Improvement / Metrics
- Cross-Functional Collaboration & Communication
- Deal Structuring & Execution / Due Diligence
- Leveraging Technology & Information
- Contract Documentation & Negotiations

PROFESSIONAL EXPERIENCE

Capital Holdings

2007 – Present

Consultative investment and private equity holding company containing diverse business and real estate assets.

INTERIM PRESIDENT / CFO

Oversee operations for improvement metrics through execution of forecasting, budgeting, and ROI accountability.. Recommend courses of action and present attainable objectives in effort to assure employee accomplishment of outlined goals. Productively structure processes or due diligence plans to accurately evaluate target assets in commercial real estate development projects, promoting solid business transactions and acquisition.

Selected Accomplishments

- \$43,000 budget monitoring utilized across one-year growth initiative, including expansion of subsidiary, yielding improved cash flow devoid of adverse effects.
- Streamlined and reorganized operational functions and vendor pricing, accomplishing more than 9.7% in SG&A cost reduction annually as well as 15% COGS improvement.
- \$250,000 sales augmentation achieved through expansion of business operations.
- Negotiated and locked in 15-year retail lease rate, securing \$235,000 expenditure recovery.
- 53.5% revenue increase attained through application of new marketing initiatives.

Engineering, Inc

2005 – 2009

DIRECTOR—BOARD OF DIRECTORS

Startup designer and manufacturer of home and commercial address plaques as well as extensive in-house tooling and secondary production service capabilities.

Served as key leader presiding over company's finance committee assisting in devising innovative marketing tactics to drive products encompassing financial planning and funding. Researched and identified unconventional avenues of reaching agreements by conclusively exchanging economic and favorable arrangements on behalf of business viability. Prospected professional vendor service firms to productively complete delineated business plans and guarantee goals within strict time constraints.

Selected Accomplishments

- \$65,000 annual savings achieved by negotiating favorable Sales Rep Agreement with compensation based on performance, rather than monthly retainer.
- Leveraged technology as well as compared competitive products and pricing through comprehensive investigation and compilation of retailers primed for purchase.

Continued

Capital, LLC.,

2002 – 2007

PORTFOLIO MANAGER

Hedge and private investment fund managing up to \$300 million in capital through use of structured equity and debt investments in form of private placements into public equity for small to mid-capitalization companies.

Governed daily activities and invested capital in portfolio companies while monitoring prevalent company investments conducting continuous due diligence and risk analysis; relaying findings to committee members. Originated and followed transactions through to completion from private placements into apposite public equity companies. Motivated customers and stakeholders to create viable plans and initiate integration within various industries such as Biotech, Healthcare/Life Sciences, Oil/Gas, Energy, Media, Telecommunications, and Defense.

Selected Accomplishments

- \$100 million in new funds generated by enhancing market approaches and maintaining strict disciplines, which rose revenue and income \$1.1 million annually.
- Reduced asset value reporting time 47% on \$200 million under management within seven days of month end.
- \$55 million in investments protected through negotiation and obtainment of first right of refusal on future finances.
- Purchased and restructured \$1.6 million debt at risk of default, increasing stock price 57.5%.
- \$65.5 million ROI to Funds obtained through renegotiation of deal structure on \$10 million investment into company.
- Analyzed collection process, anticipated problems, and accelerated process through legal channels, recovering \$1.1 million in debt.
- 25% return on investments achieved after creating and adding new pricing mechanism into existing deal structure.
- Created trust relationships by growing assets under management from \$500,000 to more than \$200 million, representing 30 to 50 different portfolio company investments and \$100 million in pooled funds.
- Gained \$5 million as result of improving processes in resource allocation and achieving goal of closing three to five transactions monthly.
- Reviewed and maintained quality control and results of ROI for three funds totaling \$300 million AUM month over month with constant accuracy; verified annually by independent auditors.
- 357% ROI on \$34.5 million portfolio achieved within 16 months through consistent strategy, focus, and discipline.

Opportunity LLC

2000 – 2001

SENIOR ANALYST

Small hedge fund managing approximately \$30 million in assets under management and funding small to mid-cap companies in form of equity investments.

Regulated qualitative evaluations; analyzed financial documentation to determine opportunities and funding possibilities for future company growth. Originated transactions that were suitable per funding requirements. Assisted in partner Net Asset Value calculations and Limited Partnership accounting.

Selected Accomplishments

- \$10 million commitment attained through implementation of cross-functional practices amidst transactions.
- Sourced four to five companies and delivery of investment opportunity summary to managing partners, obtaining up to \$2 million in investment closings.

EDUCATION

BACHELOR OF SCIENCE, Business Administration in Finance, Business Economics, and Financial Management

CERTIFICATION AND SKILLS

SERIES 65 REGISTERED INVESTMENT ADVISOR

LANGUAGE PROFICIENCIES IN ARMENIAN AND SPANISH AS WELL AS SOLID UNDERSTANDING OF RUSSIAN.