

DEREK J. BENSELER, CPA (INACTIVE)
6477 HILLTOP TRAIL DR.
NEW ALBANY, OH 43054
(614) 354-7186

EXPERIENCE

FOCUS BUSINESS SOLUTIONS

SEPTEMBER 2008-PRESENT

Partner, Columbus, OH

Professional services firm that works with small business owners to drive cash flow & profitability by providing a CFO (Chief Financial Officer) on a part-time, as needed basis.

- Co-owner in \$2 million business with goals of growing to \$10 million in revenue within 5 years.
- In charge of overall business development as well as recruiting efforts
- Develop, maintain & nurture client relationships
- Oversee CFO's completed work product

XPERIANZ

JULY, 2004 – AUGUST, 2008

Managing Director, Columbus, OH

Middle market focused consultancy providing expertise in the areas of finance & accounting, supply chain & operations, and IT strategy solutions. Xperianz was recently acquired by Resources Global.

- Generated over \$3 million in revenue and over \$1.6 million in gross margin
- Managed teams ranging between 1-8 consultants on short and long-term engagements
- Opened Dayton office, assisted with opening Columbus office
- Managed business development and recruiting for Columbus office

ROBERT HALF MANAGEMENT RESOURCES

DECEMBER 1998 – JUNE, 2004

Senior Account Executive, Columbus, OH

September, 2003 – June, 2004

Division Director, Columbus, OH

April, 2001 – September, 2003

Account Executive, Cleveland, OH

December 1998 – April 2001

A \$250 million division of \$2.0 billion Robert Half International (NYSE: RHI), which provides to clients the top financial professionals on a project or interim basis to assist with meeting and exceeding project objectives or backfill daily operational roles, thereby saving time and money for clients. Clients include: Cardinal Health, Sterling Commerce, Ohio Health, Time Warner, Intellirisk, Borden Chemical, Inoveris, and others.

- Received RHI Chairman's Club Leadership Award in 2002 for leading Columbus office to highest year-over-year growth in revenue and gross margin (#1 worldwide out of over 300 divisional employees)
- Generated over \$6 million in revenue and over \$2.5 million in gross margin
- Ranked consistently in district top ten and top 10% in North America in productivity
- Strategized process enhancements and operational improvement with clients
- Utilized internet capabilities to recruit / interview consulting candidates
- Trained / mentored new account executives within division nationwide
- Participated on company-wide task force to improve usage of management information database

DENTALCARE PARTNERS

NOVEMBER 1997-DECEMBER, 1998

Senior Financial Analyst, Mayfield Heights, OH

- Assisted in implementation of financial analysis software, resulting in 40% increase in monthly financial analysis productivity
- Completed monthly accounting and reconciliations for 21 of 74 total locations
- Reviewed monthly accounting work of other accounting staff for 22 additional locations
- Reconciled accounts payable outstanding check list on daily basis
- Prepared financial analyses and managed preparation of ad-hoc reports

FRANK & PAULY'S, CHESTERS RESTAURANTS FEBRUARY 1997 – NOVEMBER 1997

Controller, Cleveland, OH

- Decreased corporate phone expense more than 15% by switching to volume plan
- Decreased workers compensation premiums by 20%
- Prepared weekly budgets and monthly financial and cash flow statements
- Filed required sales, payroll tax returns
- Managed food, utility & operating costs through competitive pricing

ERNST & YOUNG LLP

OCTOBER 1995-JANUARY 1997

Auditor, Cleveland, OH

- Supported year-end and interim audits of client financial statements
- Audited areas including: cash, fixed assets, receivables, payables, accruals
- Assisted in Ernst & Young Financial Advisory-Litigation Services project

EDUCATION

CASE WESTERN RESERVE UNIVERSITY, Cleveland, OH

Bachelor of Science, Accounting: May 1995

OHIO WESLEYAN UNIVERSITY, Delaware, OH

August, 1991-May, 1993

ACTIVITIES

MEMBER, ROCKY FORK BLACKLICK ACCORD PANEL Resident of City of Columbus and part of the New Albany Plain Local School District

SIGMA PHI EPSILON FRATERNITY

VARSITY BASKETBALL TEAM, Case Western Reserve University, 1993-1995

CLUB VOLLEYBALL, Ohio Wesleyan University, 1991-1992