

Patrick J. Distelrath

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Business / Accounting Manager

Summary of Qualifications

Experienced accounting and finance professional with a record of success in managing global operations and implementing cost control solutions that increased profitability. Strong analytical skills with a background in forecasting, budgeting, and strategic planning. Action-oriented, hands-on leader with exceptional problem solving ability. Self motivated and personable; innovative and imaginative; skilled trainer and staff educator. Additional skills and experience include: process improvements, human resource management, vendor relations, project management, program development, and information technology.

Experience

- Directed financial operations for a steel processing equipment distributor, increasing sales by 300 percent during tenure. Managed all business operations, company projects and human resources. Supervised employees, administrative operations, and warehouse.
- Reduced operating and labor costs more than \$25K. Tasked with implementing cost reductions. Evaluated processes and implemented technology improvements that increased productivity and uptime. Identified and contracted with vendor, negotiating low cost terms to purchase new computer system. Trained employees on utilization of new system, significantly increasing efficiency.
- Reconciled more than eight months of financial data, ensuring sound business decisions. Analyzed bank statements and prepared balance sheets and financial statements that provided accurate data, ensuring appropriate cash flow while strengthening internal controls.
- Reduced annual software purchase costs by 90 percent, converting to a new accounting system and negotiating pricing. Evaluated objectives and identified system requirements, migrating data to new software. Trained employees and successfully transitioned to new accounting system with zero downtime.
- Developed and implemented policy and procedures manual, improving overall company efficiency by 25 percent. Established new performance metrics and ensured all policies were followed.
- Saved \$30K through purchase of modular display for trade shows, negotiating cost effective terms with selected vendor. Cut expenses associated with multiple industry trade shows.
- Designed and implemented a corporate web site to promote equipment to an international audience. Increased company visibility and sales.

Career History

Field Agent, Knights of Columbus, 2006 - 2008

Controller / CFO / Business Manager, Galaxie Corporation, 1996 - 2005

Branch Manager, TCF Bank, 1994 - 1996

Education

Walsh College, Troy, MI

Bachelor of Business Administration

Computer Skills

Word, Excel, Outlook, PowerPoint, QuickBooks Pro