

Benny English, B. Comm. CA
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Profile

- Over ten years' senior management experience in accounting, auditing, and operations
- CA with experience in crown corporations, public and private companies
- Responsible for operational budgets up to \$5 million
- Hired, trained and supervised 5 managers and up to 70 employees
- Monitored over \$1 billion in annual incoming revenues across 170,000 accounts
- Liaised with stakeholders in developing strategic plans that embraced an external focus
- Effective at maximizing productive partnerships at all levels of the organization
- Strong desire to lead and contribute to a successful team

Achievements

- Reduced Accounts Receivable from \$70M to \$47M
- Implemented new field audit procedures that reduced audit time by 60%
- Outsourced small-balance A/R (\$5M) to improve collection rate by 60%
- Established productive working relationships with senior government officials, reducing time for problem resolution from 1 week to a few hours

Professional Experience

President 2008 - Current
 ABC International, Burnaby, BC
Commercial importing business - distribution of manufactured goods from China through North America

Manager 1998 - 2008
 Innovation 1000 Ltd., Vancouver, BC

- Developed a strategic vision for a newly created department
- Managed a \$5M operating budget and a department of 5 managers and 60 staff
- Supported by the management team, produced the annual department business plan and associated budget whose initiatives supported overall corporate objectives
- Oversaw the employer audit, collections, revenue accounting, forecasting, analysis, cashiers and administration functions
- Member of senior management group that reviewed and approved the Board's monthly financial statements
- Member of Project Steering Committee overseeing the analysis, development, and implementation of a suite of financial and operational computer systems (\$42M)
- Developed a revenue-forecasting model that built revenue up from the individual employer level versus the original macro approach
- Reported to the Board of Directors Audit Committee
- Created a balanced employer audit program where improved targeting caused net revenue to increase from \$120K to \$200K per auditor - a \$2M total increase
- Decreased the number of auditors through attrition over a five-year duration achieving annual cost savings of \$850K

Audit Manager 1993 - 1998
 Jet Airways, Richmond, BC
Ongoing operation of all aspects of the audit function for the Company and its subsidiaries

- Reported to the CFO and the Board of Directors Audit Committee
- Managed an annual budget of \$1M and directed 12 audit staff
- Directed value added, forensic, financial, compliance audits; oversaw relationship with external auditors

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Professional Experience continued

Audit Manager continued

- Appointed Team Leader of Quality Assurance for the implementation of the Jet Airways Agreement, start up costs \$70M
- Led a project with senior management that assessed the adequacy of internal controls based on the COSO standards
- Conducted forensic investigations where company assets were alleged to be misappropriated

Corporate Controller 1991 - 1992

Ace Automobiles Ltd., Vancouver, BC

- Supervised 19 staff in the accounting, payroll and operating departments
- Assisted General Manager in monitoring operations to ensure adequacy of controls
- Improved operational accountability of five departments

Supervisor 1989 - 1990

John and Sons Chartered Accountants, New Westminster, BC

- Acting General Manager for entities in receivership; negotiated lease agreements with landlords, established and maintained productive working relationships with related bankers, lawyers, etc.
- Developed proposals and submitted reports to clients regarding companies under control until ultimate disposition of assets

Education

Chartered Accountant, CGA of Canada 1988

B. Comm., Simon Fraser University, Burnaby, BC 1985

Professional and Volunteer Affiliations

Member, Institute of Chartered Accountants of British Columbia
Director and Treasurer, Lower Mainland Diabetes Association

Interests

- Active runner and swimmer for 20 years
- Participated in the Vancouver Triathlon
- Coach for the Cloverdale Minor Baseball Association