

ARTHUR S. NACHT

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EXECUTIVE SUMMARY

Career entrepreneur with expertise and experience across multiple environments including high tech hardware and software products, service and consulting businesses. Business leader dedicated to management of broad range of operations including positions with full P&L responsibility. Hands-on experience in all aspects of administrative, accounting, operations and support functions. Excellent interpersonal skills with responsibility for hiring and directing staffs of up to 40 people. Business management experience in:

- Marketing & Business Development
- Client & Vendor Contract Negotiations
- Operations & Logistics
- International Distribution
- Accounting & Finance
- Facilities Management
- Licensing and Warranty
- Human Resources

PROFESSIONAL EXPERIENCE

Nacht Associates, LLC – Atlanta, GA

2009-present
1996-2003

President

Develop and maintain income producing websites. Provide business management and consulting services. Projects and business ventures have included:

- Publisher of www.trailexpress.com. Sold business and managed transition to new owner.
- Consulting services for physical therapy clinics in all aspects of practice management. Managed special projects including large scale systems installations.
- PAK MAIL packing, shipping and business service franchise similar to Mail Boxes, Etc. Sold business and managed transition to new owner.

Stradis, Inc., Atlanta, GA

2003-2009

Managing Director, – Atlanta, GA (2007-2009)

Full P&L accountability for international operation with products installed in 40 countries worldwide. Strategic leadership and responsibility for restructuring, stabilizing and positioning the organization for acquisition.

- Attracted buyer for company, negotiated terms of sale and managed transition to new ownership yielding successful integration of multinational operations.
- Designed CEO's exit strategy and succession plan providing for seamless transfer of responsibilities.
- Sustained sales momentum while reducing staff without impacting customer support.
- Implemented cost containment strategies that reversed negative cash flow.
- Improved cash on hand from \$5K balance in 2007 to over \$325K in less than eight months.

Chief Operating Officer, – Atlanta, GA (2003-2007)

Hired as company's first COO to create company infrastructure. Established and managed accounting, finance, HR, logistics and marketing support operations enabling CEO and CTO to focus on core business activities of R&D and new business development.

- Established inside sales department to create company's first disciplined approach to capture, qualify and quote customer inquiries.

Stradis, Inc. (cont'd)

- Setup first international distributors in Korea, China, Hong Kong and Eastern Europe to accelerate deliveries and increase product sales in emerging markets.
- Installed, staffed and managed G/L, A/R, A/P and payroll systems.
- Maintained A/R collections in excess of 96% and ADO below 40 days to increase cash flow and profitability.
- Negotiated \$500K Line of Credit to provide working capital, fund product line development, and facilitate international expansion.
- Created and managed shipping, receiving, repair and inventory control departments to consolidate supervision, properly manage assets, improve product flow and reduce labor costs.
- Negotiated legal contracts including leases, vendor contracts, business purchase and sale agreements.

ADDITIONAL EXPERIENCE**Cobb Rehabilitative Services – Atlanta, GA****1991-1996****Practice Manager/Owner**

Managed all non-clinical operations for an outpatient physical therapy clinic. Developed and installed automated systems for financial reporting and control. Sold business to a regional rehab firm and managed integration of operations.

MIN Microcomputer Software, Inc. – Marietta, GA**1980-1990****President**

Founded company that designed, produced and marketed accounting software for property management. Software was installed on 6,000 client sites under the brand name The Landlord and The Landmaster. Business was sold to a national distributor of accounting software.

EDUCATION**Georgia Institute of Technology – Atlanta, GA**

- Master of Science, Industrial Management (MBA Equivalent)
- Bachelor of Science, Industrial Management