

Kwan Jin
3813 N. 15th ave
Phoenix, AZ 85015
602-763-2070
apexf430@gmail.com

Objective

Highly motivated and results-driven MBA graduate with over 30 years of diverse experience in various industries, including leading two companies through acquisitions by private equity groups, establishing and managing a real estate development startup, a restaurant, a chain of motorsports retail stores, and other businesses. Proven military leadership in the United States Marine Corps. Seeking a challenging and rewarding position in the consulting industry where I can utilize my strong leadership skills, financial acumen, and business development expertise to drive growth and maximize profitability.

Professional Experience:

Ace Home Service, Phoenix Arizona CEO & Founder, Fifteen years

- Successfully led the company from inception to acquisition by a private equity group, achieving a deal value of \$11 million.
- Developed and executed strategic business plans, generating annual revenue growth of over 30%.
- Built and managed a high-performing team of 100 professionals, fostering a culture of innovation and collaboration.
- Oversaw financial operations, including budgeting, forecasting, and cash flow management, ensuring financial stability and profitability.
- Negotiated and closed multiple strategic partnerships, expanding the company's reach and enhancing its product offerings.

Sedona Labs, Arizona CEO& Founder, Five years

- Played a vital role in the over-the-counter drug company's successful acquisition by a private equity group, resulting in a transaction value of over \$20 million.
- Streamlined financial processes and implemented cost-saving measures, increasing profitability by 20%.
- Managed investor relations, securing \$2 million in additional funding to support the company's growth initiatives.
- Prepared and presented financial reports to the board of directors, ensuring transparency and compliance with regulatory requirements.
- Collaborated with cross-functional teams to develop and implement data-driven business growth and expansion strategies.

Pinacor, Founder & CEO, 23 years

- Founded and managed a successful real estate development startup, focusing on residential and commercial properties.
- Developed and executed business plans, securing financing for various projects and managing budgets to ensure timely completion.
- Identified and negotiated land acquisitions, collaborating with architects, contractors, and legal teams to ensure project success.
- Oversaw sales and marketing efforts, resulting in consistent growth and strong market presence.
- Fostered relationships with investors, clients, and industry professionals to facilitate business expansion and long-term success.

Ebisu, Owner & Operator, Three years

- Established and operated a successful restaurant, overseeing all aspects of daily operations, including staff management, financial planning, and marketing.
- Developed and implemented innovative marketing strategies to drive customer growth and increase brand awareness.
- Managed financial operations, including budgeting, cost control, and revenue optimization, resulting in consistent profitability.
- Fostered a positive work environment, recruiting and retaining a talented and motivated team to provide exceptional customer service.
- Implemented efficient processes and systems to streamline operations and improve the guest experience.

Apex Motor Sports Retail Chain, Founder & CEO, Five years

- Founded and managed a successful chain of motorsports retail stores, offering a wide range of products, including Japanese sports car parts and accessories.
- Developed and executed strategic business plans, leading to consistent revenue and market share growth.
- Oversaw daily operations, including inventory management, financial planning, and staff supervision.
- Implemented innovative marketing campaigns to drive customer engagement and build brand recognition.
- Fostered strong relationships with suppliers, ensuring success in the market

Education

Liberty University, Doctor of Business Administration Candidate

Grand Canyon University, Master of Business of Business Finance

Arizona State University, Master of Business Administration (MBA)

Arizona State University, Bachelor of Science in Public Policy and Community Resources