

Edward J. Kajac, CPA
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Profile

*Senior Corporate Financial Executive with an extensive industry background in **Wireless Communications, Consumer Products, and Manufacturing.***

Known as a crisis manager and company spokesman to the media.....expertise in start-up operations and long range planning.....results driven.....bottom line oriented leader and trouble shooter.....increased profits and enhanced productivity through aggressive problem solving.

Broad-based experience in the following areas:

- Taxation
- Treasury
- Information Systems
- Accounting
- Budgeting
- Financial Analysis

Professional Accomplishments

Revenue Development

- As **Chief Financial Officer and Treasurer of Avaya Communications & Construction Services**, recruited by the President to build a start-up company. My responsibilities included designing and developing all financial functions and policies.
- Presently direct all financial reporting, billing, treasury tax business planning, budgeting and accounting. In less than two years, the company has grown to approximately 1,300 employees with a yearly revenue of \$90 million.
- As **Financial Services Director of Mobile One Systems**, increased billing revenue over 50% by negotiating and implementing billing agreements with two major long distance carriers.
- Reduced cost of service over \$1 million annually by negotiating lower wholesale pricing agreements.
- Directed the design and development of a real-time cellular fraud detection system. Negotiated software license, royalty, and maintenance agreements which recovered over 50% of the development costs in one year.

Financial Reporting and Human Resources

- During my first year at Avaya Communications and Construction, organized and developed human resource recruiting plans and processes, compensation and benefit plans, and performance goals. The company has met and exceeded every performance goals established by the Board of Directors.
- Reorganized Mobile One Systems' structure, resulting in a \$1 million state income tax savings. Established the corporate tax function including personnel, job functions, and systems support. Cited by President for outstanding performance.
- Developed a foreign purchasing program using letters of credit resulting in lower costs and inventory levels.

Strategic and Business Planning

- Managed the development of a strategic plan for upgrading Avaya Communications' financial systems in anticipation of future business requirements.
- Participated in the development of an automated coupon redemption forecasting program saving over \$100,000 annually in overhead costs for Mobile One Systems.
- Designed and implemented an accounting system to track the profitability of a foreign joint venture.
- Reduced reporting time by one-third through the standardization of reporting requirements for the Strategic Planning, Business Development, and Corporate Budget Departments of a multi-national corporation.
- Reduced transportation costs \$50 thousand annually for a consumer products company by identifying alternative carriers for local deliveries.

Experience

**AVAYA COMMUNICATIONS
& CONSTRUCTION SERVICES, INC.**, Calverton, MD 1995-Present

Chief Financial Officer & Treasurer

MOBILE ONE SYSTEMS, INC., Bedminster, NJ 1988-1995

Director - Financial Services & Fraud Management

Director - Financial Control & Assistant Treasurer

General Manager - Taxation & Fixed Assets

Manager - Tax Planning

AMEREX COMPANY, New York, NY 1981-1988

Senior Tax Accountant

Senior Accountant - Business Information Systems

Staff Accountant

KELLY CORPORATION, Union, NJ 1980-1981

Plant Accountant

MARLIN MANUFACTURING COMPANY, Metuchen, NJ 1979-1980

Staff Accountant

Education

Master of Business Administration - St. John's University

Bachelor of Arts in Economics, Rutgers University

Affiliations

American Institute of Certified Public Accountants

New Jersey Society of Certified Public Accountants

Former Chairman, Cellular Telecommunications Industry Association

Mobile Systems Representative for the following committees:

-Finance Committee

-Tax and Sub Committee

-Inter-carrier Operations Committee