

# Jason Hamilton

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B.A. Accounting University of Maryland 1998  
M.B.A. Corporate Finance University of Scranton 2002

## **BUSINESS RELATIONS DIRECTOR**

An accomplished **Market Strategy Executive** with proven experience in identifying, analyzing and exploiting market opportunities within a variety of organizational structures and corporate development stages. Results-driven business partner and team builder with demonstrated, repeat success in developing teams and organizations. Creative and multi-disciplinary executive renowned for identifying cryptic connections among players from various environments using cross-disciplinary approaches to deliver innovative solutions. Proven leader with outstanding relationship building skills, strong communication abilities and exceptional emotional intelligence that excels in the matrix and hierarchical structures.

## **CAREER SKILLS / KNOWLEDGE**

- Business and Marketing Strategy
- Results-Generating Execution
- Resource Allocation
- Quality Control
- Client Relations
- Business Trend Identification
- Performance Management
- Fiscal Accountability
- Financial Planning and Analysis
- Operational Budgeting
- Goal Achievement
- Process Audit and Logistics

## **CAREER ACHIEVEMENTS**

- Founded accounting firm and grew revenue in 10 years to \$3,000,000.
- Developed custom accounting application for use in start up business, reducing the number of accounting data reporting errors by 90%.
- Realized new client acquisition strategies for sales team and subsequently trained workforce in new client acquisition program. Within three years, the number of active clients increased by 50%.
- Restructured accounting department for a Fortune 100 company.
- Improved auditing tracking system and compliance check off protocol. Remedied all compliance findings in time to meet compliance deadlines.

## **WORK EXPERIENCE**

Accountants Association of America, Middle Town, NH

September 2014 - Present

### **BUSINESS RELATIONS DIRECTOR**

- ❖ Successfully grow regional accounts using customized business solutions integrating managed care, specialty distribution, and marketing, legal and sales management areas to improve service delivery.
- ❖ Remain abreast of current scientific and industry knowledge to formulate strategies and implement plans creating opportunity, capitalizing on market shifts and driving market penetration.
- ❖ Lead a four-stage business region with market analysis, strategy development, and fiscal goal setting.

Large Company, NY  
**DIRECTOR**

July 2008 – August 2014

- ❖ Generated annual cost savings of nearly \$250,000 through the development and deployment of integrated systems software application.
- ❖ Spearheaded several key projects, such as developing departmental performance metrics, devising customer relationship management systems and introducing a corporate values program.
- ❖ Exceeded goal by 16% achieving top ranked business unit in Eastern region.

Emexlex INC, NJ  
**BUSINESS DEVELOPMENT MANAGER**

October 1998 – June 2008

- ❖ Successfully developed in-house software program to produce and analyze financial statements, resulting in near zero error rate in the production of company financial statements.
- ❖ Cultivated marketing strategy and identified best use of human capital resources to deliver customized client solutions.
- ❖ Successfully generated the company's first sale valued at \$50,000 within six months of launch.