

CHRIS SIMS

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BUSINESS LEADER | TEAMMATE

Strategic, innovative, and forward-thinking executive with deep experience in operations and business development. Leverage key and close relationships to deliver successful service while maintaining overall customer satisfaction. Experience in mergers and acquisitions with strong skills in integrating systems, processes, and services under one organizational umbrella, resulting in increased sales, efficiency, and company growth. Facilitate exponential growth with small company through effective operational development and business expansion into national and global brand. Insightful and motivated with strong capabilities in cross-functional collaboration, negotiation, marketing, and customer service. Highly analytical professional with strong business acumen in management consulting, continuous improvement, research, presentations, and client relations. Able to communicate effectively and build relationships to make strong impact and influence leaders' decision-making.

AREAS OF EXPERTISE:

- Operations Management
- Investment Management
- New Business Development
- Team Leadership & Development
- Mergers & Acquisitions
- Marketing & Brand Management
- Business Expansion & Revenue Growth
- P&L Management and Financial Services

SELECTED ACCOMPLISHMENTS:

- Initiated first-ever global supply chain in 2005, resulting in revenues of \$40M by 2014.
 - Organized and completed several mergers and acquisitions, including conducting due diligence, team integration, and process and system transitions.
 - Worked as part of team to increase company revenue from \$10M to \$100M in 11 years with strategic initiatives, mergers and acquisitions, cost savings, and new streams of revenue.
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PROFESSIONAL EXPERIENCE

INTERIM HEALTHCARE OF CENTRAL GEORGIA, Macon, GA

2015–2021

Owner and CEO

Delivered all business management and operational functions, including strategic planning, overall direction, people management for 150 employees, financial management, and marketing initiatives. Achieved consistent year-over-year growth. Engaged with customers to foster trusting relationships and understand service needs. Facilitated company culture focused on customer satisfaction and service.

- **Built company from ground up to more than \$3M annually** before selling in 2021.
- **Maintained profitability during COVID-19**, despite loss of 40% of service line, by shifting focus from personal care support to medical staffing while generating increased revenue.

OMEGA ACQUISITIONS CORPORATION, Dallas, TX

2004–2015

President and COO (2012–2015)

Merged companies following purchase by Omega Acquisitions Corporation; integrated processes, systems, and executive team. Identified and enhanced efficiency across organization. Directed P&L and daily operations for 3 previous competitor companies under one umbrella, Omega Environmental Technologies, Global Parts Distributors, and Santech Industries. Adapted to various aspects of business operations to meet needs, resolve issues proactively, and complete functions. Oversaw brand management for each company.

- **Combined 2 product mixes to save \$1.2M annually**, resulting in increased buying power for stronger negotiations.
- **Saved \$200K annually** by transitioning 2 Texas locations into one.
- **Slashed annual costs by \$900K** by guiding executive decision-making and realignment of company structure following merger of 3 operations.

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Vice President of International trade (2009–2012)

Conducted CFO level functions, including financial controls, P&L management, and lines of credit. Transitioned into new buildings and warehouses seamlessly. Partnered with executive team to deliver strategy, change, and other initiatives. Recruited and hired controller to lead finance operations.

- **Facilitated due diligence, strategy execution, and integration process** following acquisition of Santech Industries.
- **Grew company by 20% in 2010** with compelling marketing initiatives and brand-building.

Director of Purchasing and R&D (2006–2009)

Assisted in company acquisition by Fred Jones which enabled investment abilities. Integrated previously placed efforts—including supply chain, data analytics, product lines, financial controls, and purchasing plans—into newly formed company. Focused strategies and initiatives on building brand and supply chain to facilitate growth. Balanced inventory and controlled cash flow in seasonal business. Collaborated with CFO to manage P&L. Developed comprehensive budgets to ensure accurate inventory of air conditioner unit parts during peak season.

- **Established several processes** in computer systems, logic and thought process, ability, and budgeting.
- **Implemented forecasting and inventory control methods to support rapid expansion;** balanced requirements with Lean inventory methods to maintain customer fill rates above expectations.

Director of IT, Reporting, and Marketing (2004–2006)

Initiated IT reporting and data analysis across organization to facilitate data-driven decision-making. Conceptualized regional overseas purchasing plan and introduced supply-chain management to foster rapid growth. Developed and built innovative brand still used today.

- **Tripled company size from \$12M annually** through data analysis, effective and targeted marketing initiatives, efficient supply chain management, and growth strategies.
- **Developed Global Parts Distributors (GPD) into new brand** and launched brand successfully.
- **Secured suppliers in Asia** to reduce domestic suppliers by 50% and slash costs significantly.
- **Doubled product lines** in support of generating lost revenue from other lines.

EDUCATION

Georgia College; Milledgeville, GA: **Master of Business Administration**

Georgia College; Milledgeville, GA: **Bachelor of Business Administration in Information Systems**

AFFILIATIONS

Active Member – Macon Rotary Club – 2015-Present

Board Member – Crossroads Recovery Ministry – 2016–2020

Board Member – United in Pink – 2020

Advisory Board Member – Georgia College J. Whitney Bunting College of Business – 2018-2020