

# DAVID L. GOODNIGHT

P: (859) 552-9246

DavidLGoodnight@Gmail.com

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## SENIOR OPERATIONS / FINANCIAL EXECUTIVE

**Early Stage Company and Angel Investing experience. Broad Global Experience in Sales, Operations, and Finance, with 30+ years in Technology Industry. Strong communicator and team builder. Able to move from broad vision to detailed execution. Innovative and creative.**

**Skill set includes:**

- Commercialization for Early Stage Companies
- Angel Capital Formation and Investment Processes
- Due diligence for early stage companies
- Strategic Partnerships and Negotiations
- Early stage Company Valuations
- Strategic Planning
- Business systems and controls
- Succession Planning, Diversity
- Communications to customers, employees, investors and the press
- Mentoring of CEO's and CFO's

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## PROFESSIONAL EXPERIENCE

### **Blue Grass Angel Member**

**2010 to Present**

Fund Manager for Fund II and Fund III, Individual Investor, Project Screening for investment, conducting due diligence, monitoring existing investments. Completed Fund III raise of \$3.7 million. Mentor and Instructor for Venture Studio Entrepreneurship class and University of Kentucky. Board Member for SuperFanU and Smart Farm Systems, Inc. Advisor for PowerTech Water and USawMe.

### **Jacobs Automation**

**2011 to January 2014**

Board Member, Chief Operating Officer, CFO. Responsible for Finance, Supply Chain and Operational support for early stage technology company. Successfully scaled operations through multiple financing rounds and achieved an exit to Rockwell Automation for a 3.5x return to early investors.

### **Kentucky Science and Technology Corporation, Executive in Residence**

**2009 to 2010**

Established program to provide strategic, financial and leadership and advisory services to early stage technology businesses. Achieved a successful exit for an early stage company and grew the scope of the program.

### **Lexmark International, Inc., Lexington, KY**

**1994 to 2007**

#### **Vice President and General Manager, Asia Pacific and Latin America**

**2001 to 2007**

Led sales and marketing strategy and execution across 50 countries and 1,000 employees in Asia and Latin America.

- Grew revenue 25% and achieved 40% growth in operating profit.
- Transitioned business structure from US export business to onshore subsidiary model focused on service delivery.
- Significantly improved the talent, skill and execution strength of the organization.
- Improved geography integration into worldwide marketing, development, logistics and finance functions and processes.
- Improved coordination between countries by strengthening the regional models for Asia and Latin America.

#### **Vice President and Corporate Controller**

**1997 to 2001**

- Supported revenue growth from \$2.5Billion to \$4.1Billion with 2x growth in operating profit.
- Led external reporting, accounting, controls and corporate planning functions.
- Coordinated the Finance and Audit Committee. Approval of External Reporting, Capital Projects, Internal Control

Programs and results. Results of Ethics Committee deliberations.

- Implemented global JD Edwards ERP System, Hyperion Planning System.
- Supported restructurings to achieve offshore manufacturing, technical support, and shared service centers.
- On the Board of Directors for Health Care Data, a Lexmark invested company, achieving a successful exit to Health Resources for a 4x Return in 5 years.
- Founding member of Lexmark's Diversity Council.
- Supported multiple Secondary Stock Offerings and Public Debt Offering

**CFO, Network Printer Division**

**1994 to 1997**

- Grew revenue from \$525M to \$1.1B and achieved 10X growth in operating profit. Improved business value and performance.
- Part of the team which conducted the Initial Public Offering for Lexmark on the NYSE. At that time the largest ever IPO on the NYSE.

**Lockheed-Martin Calcomp Division**

**1988 to 1994**

- Global Operations Controller responsible for planning, measurement, reporting for US, America's, Europe, Asia.
- Plotter Division Controller responsible for Strategic Business Unit, planning, accounting, and reporting.

**Burrough's / Unisys**

**1979 to 1988**

- Group Controller and MIS Director
- Finance Manager Financial Products Group
- Manager Corporate Pricing

**University of Texas Medical Branch**

**1977 to 1979**

- Medical School Administrator

**EDUCATION:**

**MBA, Finance – University of Texas at Austin**

**BA Psychology – University of Texas at Austin**