

# Robert G. Staples

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**Objective** Provide Buyers and Sellers of real estate with superior professional service.

Utilize the knowledge and skills attained from 30 years in financial and operations management and six years as a realtor® broker in a highly competitive real estate market to provide clients with unparalleled service and results.

**Business** 1970 - 1972 Johnson & Johnson Corporation New Brunswick, NJ

**Background** **Senior Cost Accountant**

- Cost Accountant for Chicopee Manufacturing, a \$300 million division of J. & J.

1972-1975 Grinnell Manufacturing Inc. Providence, RI

**General Accounting Supervisor**

- Managed General Accounting Department for \$500 million company, a division of ITT.

1975 - 1982 Digital Equipment Corp. Colorado Springs, CO

**Business Manager / Division Controller**

- Business (Operations) Manager of \$750 million disk drive manufacturing operation.
- Promoted to Division Controller, Managed all financial activities for \$1.5 billion (output) manufacturing campus.

1982 – 1983 Sacred Heart Corporation Denver, CO

**Vice President of Finance & Chief Financial Officer**

- Responsible for non-profit holding company of 3 hospitals, a long term care facility and high school; hired to drive the implementation of changes within each institution.
- Oversaw monthly board meetings of each institution and worked with administration, medical and nursing staffs and non profit owners to accomplish the program of change.

1983 - 1988 Amcodyne Inc. Boulder, CO

**Vice President of Finance / Chief Financial Officer & General Manager**

- Responsible for all financial activity for venture backed high tech start-up.
- Became General Manager following sale of Company in 1986 to Century Data Systems.
- Initiated and oversaw consolidation of manufacturing lines into CDS's Los Angeles corporate operations.

1988 - 1995 Codar Technology Inc. Longmont, CO

**Vice President of Finance & Information Technology / Chief Financial Officer**

- Responsible for Finance, Information Systems and Human Resources for venture backed high tech defense contracting start-up, managing growth from \$2 to \$25 million.

1995 - 2000 Power Integrations Inc. Sunnyvale, CA

**Vice President of Finance & Chief Financial Officer**

- Responsible for all Financial, HR and Administrative functions for venture backed high tech semiconductor start-up experiencing rapid growth from \$10MM to \$125MM over 5 years.
- Played key role in executing IPO in 1997, using three top tier investment banks. Entailed intensive 9 month effort coordinating internal executive staff, investment bankers and two legal teams. Required giving presentations to over 100 investment banking and institutional investment fund managers throughout US and Canada.
- Post IPO, spent 3 years expanding capabilities of finance and HR to meet the needs of a rapidly growing, public company listed on NASDAQ with a large number of institutional investors. During those 3 years, stock value grew from \$8 to over \$120. Retired from corporate career in September 2000 to pursue personal interests.

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2000 – 2008 Coldwell Banker Island Properties Maui, HI

## **Real Estate Broker**

- Listed and Sold Luxury Resort properties in South Maui, HI. Developed a website that set the standard for customer focused content, particularly concerning high quality photographic property presentation, accessible informational content and highly effective search engine optimization.
- Pursued personal real estate investment interests on Maui involving acquiring resort investment properties to remodel and resell and raw land held for speculation.

2008 – Present Relocated to Oregon Newberg, OR

## **Relocated from Maui to Oregon**

- Relocated from Maui to Oregon for life style change and to pursue interests not possible on Maui.
- Pursuing a degree in website development and design as a personal interest with probable benefits in my professional role.

**Education** 1966 - 1970 University of New Hampshire Durham, NH

- BS in Accounting & Marketing – Graduated with honors.

1973 - 1977 Northeastern University Boston, MA

- MBA with emphasis in Accounting & Finance – Graduated with honors.

**Interests** Scuba diving & dive instruction; digital photography, both commercial (architectural, landscape) and personal (underwater, scenic, portrait); photo imaging & graphic design, website design/development; computer applications skills, physical conditioning, real estate and securities investment pursuits.

**Key Skills & Proficiencies**

- Managed implemented four complete financial and human resource systems during career.
- Coordinated the implementation of four MRP/ERP systems during same periods.
- Developed several financial and human resource organizations from 'the ground up'.
- Had excellent communications skills with recognized ability to elicit trust at all levels of the organization. Strong reputation as personnel problem solver.
- Made BOD presentations monthly throughout 20 years as a senior executive, including financial performance, product cost and pricing, employment policies and procedures, and markets perception of company after going public.
- Exceptional ability to interpret financial results to corporate management and employees in ways that clarified how they could make changes to improve overall corporate performance.
- Implemented and managed successful product cost reduction programs throughout career.
- Performed annual compensation and benefits studies, proposing to BOD recommended changes to assure company had competitive employee pay and cost-effective benefits.
- Self-schooled in personal development – both physical and psychological – have used these skills to mentor a number of employees and personal acquaintances over the years.
- Expert user of Microsoft Office (Word, Excel, Publisher, Power Point) and Adobe CS3 Suite (PhotoShop, Acrobat, InDesign, Dreamweaver, Illustrator).
- Very experienced at developing and giving corporate presentations.
- Professional level photographer – portraiture, landscape/nature, architecture, underwater.