

# Philip A. Hamilton

Financial Leadership



## Overview

Philip's expertise spans over thirty years as a business manager-owner, with a strong track record as a skilled and adept Chief Financial Officer. Building on a solid foundation in financial management, he has directed the planning and implementation of corporate growth strategies that have helped companies achieve the number one position in their markets on a national level. He has operated successful ARCO mini-mart service station franchises and is skilled in Oracle, MAS90, SBT and QuickBooks accounting systems.

## Key Accomplishments

- Leading the implementation of Oracle Financials to three North American companies, Philip assisted Nemko USA in creating a two day turnaround for month-end reporting, negotiating leases resulting in a 20% cost savings, as well as reducing annual audit fees by 50% and insurance costs by 25%.
- As an owner of two ARCO Mini-Mart franchises in San Diego County, Philip successfully operated these franchise businesses in a full-time capacity for two years, transitioning to an off-site manager for five years prior to their successful sale.
- For Ista North America (formerly Viterra Energy Services, Inc.), a \$25 million company, Philip played an integral role in the turn-around management that led the start up organization from a \$10 million loss to a profitable position in just three years.
- Reducing outsourcing costs by over 50%, Philip also dramatically improved management reporting systems, thereby enhancing strategic and tactical planning for Ista North America.

## Areas of Expertise

- Certified Public Accountant
- Outsourcing and Operations Management
- Lease and Franchise Negotiation
- IT, HR and Engineering Staff Leadership
- Budgeting and Strategic Planning

## Professional Experience

**San Diego Air Pollution Control District**  
Deputy Director

**Nemko USA, Inc.**  
Chief Financial Officer

**ARCO Mini-Mart**  
Owner Operator

**Ista North America**  
Chief Financial Officer

**California Edison Utilities Co.**  
Chief Financial Officer / Controller

## Contact

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