

# CARL KOLB

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## CAREER PROFILE

Entrepreneurial professional with diversified experience in retail, wholesale and real estate ventures seeking a position accommodating contribution to a start-up or early cycle company. Expertise in capital raising, developing partnerships, resolving communication problems, developing new business processes, and staff hiring and training. Additional experience in sales, customer relationship management, and operations.

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## PROFESSIONAL EXPERIENCE

### **MEATBALLS TO THE PEOPLE, New York, NY** **Chief Executive Officer/Consultant**

**2016-2017**

- Developed and implemented plans to launch a new restaurant group in the U.S., expanding from existing restaurant in Stockholm, Sweden.
- Partnered with and developed relationships with investors, generating seed money of \$1.5 million.
- Pitched concept to board members for approval.
- Developed business plan and financial models.
- Sourced out accountant, lawyer and other members of the executive team.

### **FIKA ESPRESSO BARS, New York/Florida** **Director of Finance/Business Developer**

**2013-2015**

- Co-managed financial operations with CFO for Swedish-inspired retail/wholesale coffee/chocolae chain which grew from 8 to 15 retail locations in NYC.
- Oversaw Accounts Receivable/Accounts Payable, journal entries, cashflow management, bank account management and reporting. Maintained budgets and forecasts, analyzed current/past trends and trained staff in financial and accounting matters.
- Developed new systems and procedures from the ground up using Excel and QuickBooks.
- Managed costing, product profitability, market research, and wholesale/logistics coordination.
- Assisted CEO in identifying, negotiating and structuring financing arrangements with banks and investors.
- Created models in Excel to track purchases and transfer goods.
- Interviewed, hired, onboarded and monitored newly hired finance and accounting staff.

### **BGK GROUP, Santa Fe, NM**

**2006-2010**

#### **Assistant Property Manager/Analyst/Business Developer**

- Managed commercial buildings for real estate investment and property management company spanning multiple locations throughout the United States.
  - Oversaw financial functions, including trend analysis, budgeting, forecasting, cash flow management, strategies and hiring schedules.
  - As Research Analyst performed financial modeling for potential acquisitions/investment opportunities, including business plans and competitive market analysis.
  - Managed a subsidiary company's wholesale operation, including inventory management, staff hiring and development.
  - Successfully brokered three commercial transactions.
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## EDUCATION / LICENSES

Bachelors Degree, Business – *concentrations in business development, accounting and finance*  
NYS Real Estate License; NYS Food Handlers License

International Culinary Center, New York – completed 100 hours of intensive training in culinary techniques  
Tacombi-popular Mexican casual dining chain in New York City – completed 10 week manager training program

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## ADDITIONAL INFORMATION

Dual citizenship – USA/EU