

DAVID S. FELLER

Creating Value to Increase Your Bottom Line

Short Biography

David Feller has over 33 years experience in manufacturing, finance, and operations. He has held positions as President, Chief Operating Officer, Chief Financial Officer, Senior VP, and Controller. As founder of DS Feller Company, LLC he has been providing solutions to finance, operations, and software integration issues for 13 years. David has worked in a variety of manufacturing environments including industrial equipment, industrial & retail consumables, wood products (both commercial and residential), construction, and food processing. He also has experience in service industries such as software distribution, retail, and professional services. David has also been directly involved in international operations including responsibility for establishing operations in France, UK, and Brazil.

David's forte has been to build systems that reduce waste and improve efficiency. His philosophy is to design and install processes that can be easily maintained and add consistency, control and long lasting value to the organization. As a result, performance can be quickly and easily measured. Working directly with the CEO and senior management, David tailors his coaching style to the individuals and the situation. David is experienced in coaching senior management in the strategic planning process as well as hands-on implementation of detailed projects. He has succeeded at delivering solutions that fit the situation and the needs of the owners and operators of the business. He incorporates as many employees as possible into providing the solutions and creates a "buy-in" that lasts and becomes part of the organization's culture. His ability to gain the respect of employees at all levels and his patience in training ensure that new processes attain their desired goals quickly. Clearly understanding the objectives of the task and the problems to be solved enable him to focus on specific solutions. David is a direct communicator and easily adapts his style to fit the situation and the individuals involved.

David is an experienced and very proficient financial modeler. His knowledge of finance and operations allow him to formulate intuitive solutions and to identify correlations in data. This enables him to generate accurate and consistent financial forecasts and cash flow models. This skill, coupled with his communication style, have improved and strengthened relations with shareholders, private equity groups, banks, and other financial partners by building credibility, reliability, and consistency.

David graduated Cum Laude from Millersville University in Pennsylvania with a BS in Accounting and a minor in Economics in 1980. In 1984 he earned an MBA from Shippensburg University also in Pennsylvania. His education is augmented by his continual participation in seminars and professional associations.

David moved to New Hampshire with his wife Lori in 1986. They have two grown children Ryan, a 2006 graduate of Bentley University and Alison, a 2007 graduate of Quinnipiac University.

David is actively involved in his community and in professional organizations. He has been a member of the Institute of Management Accountants since 1981, and was President of the award winning NH Chapter in 1993. David has been active on local community boards. Some of his past positions include: Chairman of the Hopkinton Economic Development Committee, President, Vice President, & Treasurer of the Capital Regional Development Council, mayoral appointment to the Concord Economic Development Advisory Council, and President of the Hopkinton Rotary Club. He has also served on numerous committees formed by the local School Board and Selectmen as well as coached and refereed for many years in the Hopkinton Youths Sports Association programs.

David is an energetic and highly motivated individual. His passion to solve problems, coach individuals, and add value is sure to create a long lasting positive outcome in your business.