

Dawn M. Brown

Education

B.S. BUSINESS ADMINISTRATION | 1987 | UNIVERSITY OF DAYTON

- Major: Accounting

MBA | 2021 | UNIVERSITY OF DAYTON

Experience

UNIVERSITY OF DAYTON | JANUARY 2019 - PRESENT

- Adjunct Professor, Accounting | January 2022
- Mentor, Entrepreneurship Capstone Course (MGT 43) | January 2019 – Present
- Mentor, Flyer Enterprises | May 2019 - Present

INSOURCE CONSULTING, INC. | MARCH 2006 - PRESENT

- Founder & President
- Independent business consulting firm providing valuable analytical, bookkeeping, and training assistance for small to mid-size companies.
- Serves multitude of business sectors of the business community, specializing in financial system set up, systems integration, and year-end-preparation/review.
- Other services: systems/process improvement, project management, forensic analysis, interim CFO.
- Partners with CPA & law firms.
- Works with companies in the Bahamas – accounting system set up, V.A.T. compliance, National Insurance Board compliance, accounting training.

VULCAN MATERIALS COMPANY | NOVEMBER 2000 - MARCH 2006

- Market Manager
- Primary responsibilities include sales & marketing, customer service, inventory management, distribution/logistics analysis, budgeting & forecasting.
- Managed 3 of the top 5 accounts for Vulcan Materials' Eastern Virginia Area. This included 4 employees and 65% of the revenue & volume. The territory consisted of several locations with multiple distribution methods. DSO average 37 days.
- Key contact in the integration of Tarmac America into Vulcan Materials Company, as well as, in creating a strategy to optimize the synergy between the two businesses in the Tidewater & Richmond markets.
- Implemented Central Dispatch (2004).
- Member, division-wide team which created and implemented a Customer Service Training Program.
- Member, company-wide team which created and implemented an Advanced & Intermediate Sales Management Training Program.

TARMAC AMERICA | 1994 -2000

- Pricing Manager, Business Analyst, Acquisition Analyst, Cost Accounting/Managerial Accounting Analyst (including forecast, budget, strategic planning)
- Project Manager, Leadership Development Program. 24 individuals selected out of 2,500 employees to complete the 18-month program. Project focus: optimization of Tarmac's Internal Order-to-Cash Process.
- Team Member, new business integration. Integrated \$24 million (revenue) acquisition into Tarmac America's Minerals business.

SCHLUMBERGER TECHNOLOGIES | 1989 -1994

- Accounting Team Member
- Developed Accounting Procedures Manual.
- Member, AS-400 implementation team.

Leadership

- Director, Treasure Sands Ltd. (2019 – Present)
- Member, Crotty Center Advisory Council, University of Dayton (2020 – Present)
- Presenter/Subject Matter Expert – Retail Alliance Center for Retail Excellence (2019)
- Board Member, Toby's Dream Foundation
 - Treasurer (2012 – 2016)
 - Member (2012 – 2016, 2022 – Present)
- Volunteer, Give Kids the World (2015 – 2016)
- SBDC Consultant – evaluate candidates for the State of Virginia Department of Transportation Business Opportunity and Workforce Development (BOWD) Center (2007 – 2008)
- Golf Chairman, Hampton Roads Utility & Heavy Construction Association (2003 – 2004, 2006)

Other

AUTHOR | MODERN CONTRACTOR SOLUTIONS MAGAZINE

- "Keeping Business Costs Under Control" (February 2008)
- "Systems Check: Using Technology Efficiently" (March 2008)