



## **B.J. DUMOND, MEMBER**

### **Focus**

To fully utilize leadership skills and financial management expertise as executive team member of a quality-driven construction company with accountability for achieving operational and entrepreneurial objectives.

### **Strategic Qualifications**

- Executive experience in multiple business environments including franchise operations, banking, real estate, retail, and construction with a proven record for creating business plans, managing multi-million dollar budgets, negotiating agreements, and developing high-performance teams, ensuring optimum quality and controlling costs:
  - Entrepreneurial Management
  - Budgeting/Financial Analysis
  - Contract Administration
  - Community Building
  - Resource Allocation
  - Franchise Management
  - Liaison with Architects
  - Business Development
  - Cost Control
  - Marketing/Promotions
  - Contract Negotiation
  - Multi-Unit Management
  - Banking
  - Performance Management
  - Innovation
- Broad financial management, budgeting, pricing, revenue-building and profit & loss experience necessary for creating executive business plans
- Expertise in performing market and competitive analysis, identifying opportunities, creating marketing plans and capturing market share
- Highly effective communication, rapport building, relationship management and proactive problem solving skills
- Leadership skills necessary for launching new business ventures, developing alliances and driving profits
- Skilled in working with architects, engineers, general contractors and subcontractors as owner of 230 unit franchise operations
- Recognized as the National Minority Business Person of the Year, 1998

### **Professional Experience**

J & H Foods, Inc.

Tulsa, OK

**Owner & Chief Executive Officer** – Direct operations of Simple Simon’s Pizza parent company with 230 locations in 10 states. Create the business plans and models that facilitated growth and profitability for franchisees. Initially purchased a franchise and expanded. Grew the franchise operation from 80 to 230 locations. Developed the long-range vision for company.

- Create Simple Simon’s Pizza Integrated Production Unit (SSPIPU) which allowed the franchise to expand to smaller markets
- Oversee the creation of business plans, preparation and administration of budgets, cost controls, and strategic planning

First United Bank formerly Security National Bank Tulsa, OK  
**Director**

B & B Real Estate, LLC Tulsa, OK  
**Owner** – Purchases and manages commercial real estate.

Southside Storage, LLC and Northside Storage, LLC dba Storage Warehouse,  
Beeline Storage (33% ownership) West Tulsa/Sapulpa, OK

Hudson Solid Surfaces, Inc. Catoosa, OK  
**Investor**

Oklahoma National Bank  
**Director**

- One of the original organizer of bank

### **Civic & Community Affiliations**

- Tulsa Chamber of Commerce
- American Indian Chamber of Commerce
- National Restaurant Association
- National Advisory Board for Haskell Indian University
- Tulsa Boys Home
- New Life
- Cherokee Nation

### **Education**

Northeastern State University - Tahlequah