

**JERRY HANS FOLLY-KOSSI**

[jerryhansfollykossi@gmail.com](mailto:jerryhansfollykossi@gmail.com)

(310) 529-8436

37887 Starflower St., Newark, CA 94560

**CORE COMPETENCIES**

**Business Valuation**

**Performance Analysis**

**Budget and Project Mgmt.**

**French (Native Speaker)**

**Market & sales Analysis**

**Contract Negotiation**

**Cross-cultural Mgmt.**

**Spanish (Spoken & Read)**

**Forensic Analysis**

**Socio Economical Research**

**B to B Development**

**PROFESSIONAL EXPERIENCES**

**Hemming Morse, LLP.** San Mateo, CA. [www.hemming.com](http://www.hemming.com)

Oct 13-Present

*National firm leading the accounting industry in Forensic and Financial Consulting Services, as well as Financial and Compliance Auditing of Employee Benefit Plans.*

**Business Valuation & Financial Analyst**

- Prepare Business Valuation Analysis and Reports (409A- PPA- 123R -Impairment Test, etc.)
- Prepares economic damages calculation of value for litigation purposes.
- Oversee Transactions and Mergers & Acquisitions Research.
- Subject Matter Expert on CapitalIq. (Research Software)
- Manage client relationships
- Public Speaking.

**Swell Attitude LLC.** San Francisco, CA. [www.swellattitude.com](http://www.swellattitude.com)

Aug 10-Present

*Swell Attitude is a Custom Clothing line and Image Consultancy firm for men.*

**Co-Founder & CFO**

- Drafted & presented SA Business Plan to investors. Raised \$145,000 through 2 rounds of funding.
- Manage Yearly Budget and Cash Flow.
- Negotiated and established fixed currency exchange rates with overseas suppliers.
- Designed and Implemented Strategic Financial Partnerships with complementary companies.
- Oversee Supply Management & Business Development with an emphasis on B to B.
- Established promotional partnerships with luxury brands and/or institutions such as Ferrari, Nicolas Feuillatte Champagne, WineLuxury.com and the Museum of African Diaspora.
- Manage client relationships with clients from Fortune 500 companies as well as renowned entertainers and celebrities.
- Public Speaking.

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**Burr Pilger Mayer, Inc.** San Francisco, CA. [www.bpmcpa.com](http://www.bpmcpa.com)

Oct 08- Aug 10

*BPM is the 5<sup>th</sup> largest CPA firm in the Bay Area (CA) and the 12<sup>th</sup> largest SEC practice in the U.S.*

**Auditor**

- Experienced in auditing companies from non for profit and small ventures to fortune 500 and publicly traded institutions. (*Industries of Audit experience include: Investment Banking, Retail, Start-ups, and Medical Device.*)
- Prepared detailed proposals on financial solutions for SEC traded companies.
- Performed SOX control testing for SEC traded companies and assisted in the preparation of 10-K & 10-Q.
- Completed forensic analysis for International Tax.
- Subject Matter Expert on CapitalIq. (Research Software)
- Led and developed an innovative regional target market analysis for the marketing department which led to the adoption of numerous new marketing guidelines throughout the firm. (2.5 Months Project)

**Merrill Lynch & Co. Inc.** Century City, CA. [www.ml.com/US](http://www.ml.com/US)

May 2007- Sept 2008

*Financial Management & Advisory Firm*

**Financial Advisor**

- Designed investing strategies tailored to clients' needs and actively traded stocks on behalf of clients' accounts.
- Prepared detailed proposals on retirement planning, education planning (529-b) and commercial lending.
- Performed detailed research on national and international economic trends to support financial solutions.
- Represented the firm at numerous networking events in order to present the company and its services.

**Exexdirect**, Woodland Hills, CA

May 2004- May 2005

*Exexdirect is a business-to-business direct marketing firm.*

**Sales Manager**

- Prospected, contacted and developed sales leads
- Managed relationships with Fortune 500 companies
- Led research efforts to identify the appropriate target markets in Canada and designed the marketing approach to efficiently address those markets
- Recognized for Outstanding Sales Performances. (7-times Sales Associate of the month.)

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## ACTIVITIES & AWARDS

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- President of “SHADES OF AFRICA” (A non-profit organization aiming to promote diversity and support education programs in Africa.)
- Active Member of Toastmasters (Public speaking club) and former Sergeant of Arms of the association at BPM.
- Gold medalist at the Northern California Taekwondo Champs (2002).
- California Soccer International League Regional Cup Champion (2013 & 2015 & 2016)
- Selected as part of the USA Junior College All American Team in 2001 (Soccer).
- National Dean List (1999 thru 2001).
- Phi Theta Kappa International Honor Society.
- Harambee (African Decent Honor Society) award for Academic excellence & Leadership. (2000)

## EDUCATION

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<b>American Society of Appraisers – ASA (Part 1 &amp; 2)</b>	<b>2016</b>
<b>Pepperdine University-Graziadio School of Business and Management</b> Master of Business Administration, Concentration in Finance	2007
<b>University of California Los Angeles</b> , B.A. Economics/Political Science.	2003
<b>‘A’ Level in Economic Sciences</b> Blaise Pascal High School (Abidjan – Ivory Coast)	1998
<b>Series 7 &amp; 66 Licenses</b> (Merrill Lynch)	2008