



John Salamanca

Qualifications Summary

With over 25 years of experience, John has worked with public and private organizations of all shapes and sizes. He is detail-oriented with expertise in financial management and corporate reporting. Proven track record of successfully optimizing processes and procedures, leading to improved operations and cost savings. Skilled in financial analysis, GAAP compliance and leading cross-functional teams to maximize efficiency and accuracy.

Core Expertise

• Financial Statement Preparation • Month End & Quarterly Reporting • Accounts Payable • Accounts Receivable • Journal Entries • Bank & Credit Card Reconciliations • Sales & Use Taxes • 1099 Processing • Payroll Processing • Human Resources • Office Management • Vendor & Contract Management • Full-Charge Bookkeeping • State Tax Reporting – L & I, Unemployment, and B & O & Sales Tax • General Ledger • Inventory Management • Software Conversion • Policy & Procedure Implementation • Systems Implementation • Accounting Staff Supervision

Professional History

ASP	Consultant	2023 – Current
TEN99 LLC	Managing Member	2018 – Current
Western Wood LLC	Controller	2008 – Current
Blackpebble LLC	Accounting Manager	2007 – 2008
eProject LLC	Accounting Manager	2005 – 2007
Brasstech Inc	Senior Accountant	2004 – 2005
Ticketmaster	Senior Accountant	2001 – 2004

Accomplishments

- Established an inventory management system to efficiently track, organize, and manage inventory.
- Helped a start-up reorganize their accounting system to be more efficient.
- In 2009, assisted client with the IRS for 941 tax returns not previously filed in 2005, 2006, & 2007.
- In 2015, coordinated an audit with the WA Department of Revenue for the periods January 2011- June 2015.
- Analyzed gross margins and reported findings with recommendations to the owners and sales team, which subsequently helped increase margins by 15% over a 9-month period.
- Researched a new accounting system specifically for deferred revenue and assisted in the conversion process from QuickBooks to SOFTRAX.

Education

- Bachelor of Arts in Business Administration – Accounting, Seattle University

Software

- QuickBooks Online & QuickBooks Desktop Pro • ADP Payroll • Microsoft Office Suite • SOFTRAX Revenue Management & Billing Software