

# Bret E. Wier

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## SUMMARY

Have successfully driven growth and profitability in Fortune 500 corporations, government agencies as well as start-up companies. A highly motivated, knowledgeable and enthusiastic professional with 33 years business related experience in leadership, project management, accounting, marketing, customer service and sales. Major strengths include the ability to manage relationships, achieve organization goals, promote teamwork and drive projects to a successful completion. A proven track record for managing and rapidly advancing project teams that have successfully met organizational goals within their respective budgets. Skills and abilities include:

- Leader and Visionary
- Revenue Goals Achievement
- Strategic and Operational Planning
- Effective Negotiation Skills
- Budget Analysis and Management
- Managing Change and Transition
- Team Training
- Contract Negotiations
- Highly Organized
- Governmental Accounting

## EXPERIENCE

**Village of Angel Fire, Angel Fire, NM**

**2015 - 2020**

***Finance Director & Assistant Village Manager***

Since 2015 the Village has experienced a significant financial turnaround at my direction. Through the implementation of an accounting team, policies and procedures and several new technologies the Village's last two audits only had a single finding with an unqualified opinion. As a result the Village has grown its cash position by 600% and reduced its debt by 30%. We have implemented a plan to pay off all debt by 2027. Additionally, I lead the launch of the Village's first economic development initiative since 2008.

**Angel Fire Resort, Angel Fire, NM**

**2012 - 2015**

***Assistant Manager of Membership***

Worked as the Membership Department's accountant and assistant manager.

**Viking, LLC, Newport Beach, CA**

**2000 – 2011**

Effectively lead the Sales, Marketing and Support organizations and acted as the number two executive for two startup companies funded by this venture capital firm.

**SurePrep, LLC, Irvine, CA**

**2002 – 2011**

***V.P. Sales, Marketing & Support***

Constructed the sales, marketing and support departments for this outsourcing service and tax technology company. The company generated in excess of \$500,000 in revenue in the first 6 months and grew to \$4M in the third year. In steering the company through the transition from it's outsourcing origins to becoming the leading provider of paperless tax preparation software solutions in the accounting industry. Was responsible for developing new revenue sources, designing marketing plans, building a team, originating products, resulting in the company growing to \$6.5 million in revenue.

**CCH INCORPORATED**, Torrance, CA 2001 – 2002  
**Director of Business Development**

Managed the integration of the ePace! Software sales team and product marketing into the CCH INCORPORATED business model. This successful integration resulted in ePace! (now ProSystem fx Engagement) becoming the leading source of new revenue for CCH and the number one paperless audit software in the accounting industry.

**ePace! Software**, Newport Beach, CA 2000 – 2001  
**V.P. Sales & Marketing**

Structured, hired, trained, and managed the sales team for this startup software company. The organization grew from \$100,000 to an excess of \$1,000,000 in revenue in 9 months under my direction. Developed and implemented a marketing plan that was successful in branding ePace! as the leading paperless audit software application in the accounting industry. The result was the acquisition of the company by CCH INCORPORATED for 14 times revenue.

**Thomson Reuters Tax & Accounting**, Carrollton, TX 1994 – 2000  
**Director of Consulting and Implementation**

In developing and implementing a business plan that resulted in a profitable roll out of a new consulting and implementation division. This included designing the compensation plan, budgets, marketing material, project management tools, documentation, and product offerings resulting in over \$1,000,000 in new revenue in the divisions first year.

**Southwest Cooler Service, Inc.**, Dallas, TX 1993 – 1994  
**Controller**

Deployed a Local Area Network and a computer system that integrated purchasing, inventory control, sales and accounting. This automation reduced the staffing requirements by 50%.

**Computer Language Research (CLR)**, Carrollton, TX 1986 – 1993  
**National Accounts Representative**

Managed the selling, installing and training of Big 8 Accounting firms on tax software, laser printers, microcomputers and Novell networks.

**I.B.M.**, Dallas, TX 1984 – 1986  
**Sales Associate**

Supported the sales of computer equipment and office products to national oil companies including Arco, Mobile Oil and Shamrock Oil.

#### **EDUCATION**

University of Texas at Arlington  
BBA in Systems Analysis  
December 21, 1985  
GPA 3.2

#### **AFFILIATIONS**

Rotary Club of Angel Fire – Past President  
Cimarron Municipal Schools – Past President  
Eagle Nest Middle School - Assistant Basketball Coach