

GASSAN KASSIRA

Education

Georgetown University Washington, D.C.
2003 Executive Certificate in Financial Planning

University of Colorado Colorado Springs, CO
1996 M.B.A. Finance/International Business

University of Tennessee Knoxville, TN
1991 B.S. Logistics & Transportation

Professional Experience

Kassira Wealth Management LLC | Front Royal, VA
Principal *December 2012 – Present*

Founding owner providing comprehensive financial planning and wealth advisory services. Specialized in providing financial planning, portfolio management and investment management services including estate and tax planning.

360 Rigging LLC | Manassas, VA
Owner - CEO *August 2016 – September 2020*

Founding owner of a multi-million dollar Commercial & Industrial moving Company including Trucking & Logistics services in the Washington D.C. metropolitan area.

Kassira Consulting LLC | Front Royal, VA
Consultant *April 2006 – 2015*

Recurring business consulting services focusing on Strategic Business Planning and Financial Management to small businesses and owners. Recurring clientele and projects.

Heartland Trading Company Pvt. Ltd. / Heartland Products LLC | India, USA
Director *December 2012 – November 2014*

Founding member of import/export Company specializing in international trade. Established complete international supply chain of Olive, Canola and Sunflower oils through private labeling and marketing a new brand to an existing and competitive market. Established and managed full distribution network within India by way of self-importing and distribution to retail outlets in all major regions of India. Formed strategic procurement agreements with major international suppliers and distributors. Handled all aspects of business including branding, private labeling, marketing and advertising, manufacturing, financing, global logistics and sales. Within 2 years, from start-up to sale, successfully traded in over 4k metric tons of private brand cooking oil and sprays.

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Kassira Financial LLC | Springfield, VA

President *November 2001 – November 2012*

Founding owner providing comprehensive financial planning and wealth advisory services. Specialized in providing financial planning and portfolio management services to high-net worth individuals, families and financial planning to small businesses. Personally responsible for full branch activity including business development, client relationships, research and reporting.

- Portfolio & Investment Manager
- Risk Management
- Investment, Retirement, Estate & Tax Advising
- Business Consulting – Strategy, Business Planning, Organizational Development

A&A Transfer, Inc. | Chantilly, VA.

Chief Executive Officer & Chief Financial Officer *April 2006 – February 2011*

Started as a consultant on small projects and grew to full-time dedicated position while remaining as a contractor. Increased sales by 50% while increasing both gross profit and net-income percentages during my tenure by completely restructuring the business and establishing new business lines. Established key management metrics for continuous process improvement and personnel evaluations. Successfully secured GSA schedule and solicitations.

- Corporate Strategic Planning
- Full P&L Responsibility
- Complete oversight of Sales, Operations, Executive Team and Management
- Managed cross-divisional, corporate subsidiaries and affiliations.

Quantum Corporation | Colorado Springs, CO

Financial Controller & New Business Development Manager *December 1999 – April 2002*

\$6 Billion, Fortune 500, International Corporation with multiple international business units and divisions. Responsible for overall financial condition of internal start-up businesses. Executive team member through all stages of business and product development. Complete P&L responsibility including operating plans and profit management. Negotiation of customer pricing, supplier selection and operations modeling, supply chain management and procurement planning. Responsible for business valuation and due-diligence related to multi-million dollar acquisitions. Core member for mergers and acquisitions activities.

- Executive team member for internal business investments.
- Member of product roadmap development and strategic initiatives team.
- Due-diligence coordinator and business valuation analysis.

Strategic Planning Program Manager *January 1999 – December 1999*

Assist in formulating, developing and articulating long-term operations strategy. Responsible for assessment and improvement of manufacturing processes. Responsible for the development of a factory and supply-chain capacity model. Responsible for evaluating and implementing a

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Foreign Trade Zone. Lead a successful company effort in attracting new business and contract manufacturing opportunities. Co-lead six different re-engineering initiatives (with outside consultants PRTM) for manufacturing process improvement and systems implementation.

Assisted outside consultants (PWC) in the implementation of a factory planning system (i2).

- Member of three-man executive team for establishing low-cost operations overseas and evaluating outsourcing strategies.
- Member of information system advisory committee.
- Selected as one of seven members to join a leadership development program.

Financial Analyst June 1995 - January 1999

Responsible for management decision support in a manufacturing environment. Responsible for establishing and monitoring operation metrics. Responsible for the development, analysis and monitoring of annual operating plans. Developed financial models for use in contingency and scenario planning. Other responsibilities included: monthly and quarterly gross-margin analysis; make vs. buy and capital investment analysis; inventory and product cost analysis; financial reporting and forecasting. Managed monthly close process and responsible for all capital expenditure and fixed asset accounting. Involved in corporate wide ERP implementation of Oracle.

Franklin Mortgage Capital Corporation | Falls Church, VA.

Post Closing Liaison April 1993 – May 1994

Performed a variety of duties related to the reviewing, buying and selling loans.

- Monitored secondary markets for mortgage pools up to \$100 million.
- Conducted investor substitutions and loan re-pricing.
- Reviewed all loans to satisfy investor specifications.

Other

CERTIFIED FINANCIAL PLANNER™

Member of The Investments & Wealth Institute®

Knights of Columbus

Multi-Lingual – proficient

Favorite sport to play: Rugby

Enjoys family, business, hunting and fishing