

KARL OHLEMANN

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EXECUTIVE PROFILE

Chief Financial Officer and founder-operator with 25+ years leading finance, strategy, capital, systems, and operating performance across startup, high-growth, construction, turnaround, and ownership-transition environments. Built and scaled a company from startup to \$30M+ ARR and more than \$200M in cumulative revenue. Brings enterprise-wide command across financial planning and reporting, liquidity and capital, controls and systems, team leadership, and transactions. Combines urgency with disciplined analysis—pressure-testing assumptions, strengthening financial visibility, and turning complex information into clear decisions for owners, boards, sponsors, lenders, and operating leaders. Technology-forward executive applying AI and automation to finance and enterprise workflows.

MIT Sloan Executive Education (In Progress) · Certified Management Accountant (CMA) Candidate.

CORE COMPETENCIES

- Enterprise Financial Strategy & P&L Leadership
- FP&A, Forecasting & Scenario Modeling
- Treasury, Liquidity, Working Capital & Cash
- Pricing, Margin, Unit Economics & Profitability
- Construction, Job Cost, WIP & Inventory Accounting
- Board, PE Sponsor, Lender & Investor Support
- Accounting, Close, Reporting, Controls & Audit
- Debt Capacity, Covenants & Lender Negotiations
- Finance Team Building, SOPs & Transformation
- Capital Raising, M&A, Due Diligence & Exit Readiness
- ERP, Finance Systems, Data & Automation
- Commercial Risk, Contracts & Outside Counsel

PROFESSIONAL EXPERIENCE

Principal | Fractional CEO/CFO

KSIG Advisors | Greater Seattle Area / Remote

Mar 2026 – Present

Independent fractional executive and strategic finance practice serving founder-led, PE-backed, and growth-stage companies navigating growth, turnaround, capital needs, operational complexity, and ownership transition.

- Lead interim and fractional CFO mandates nationwide for founder-led, PE-backed, and growth-stage companies requiring finance leadership through transition, turnaround, liquidity pressure, systems transformation, or transaction preparation.
- Provide hands-on leadership across FP&A, 13-week cash forecasting, reporting, lender and investor readiness, capital planning, board and sponsor reporting, finance systems, and executive decision support.
- Coordinate specialist resources across M&A, legal, capital, accounting, technology, and operations when engagements require broader support.

Chief Financial Officer

Broadband Development Group LTD (BDG) | Pacific Northwest

Jun 2025 – Jul 2026

Multi-state turnkey engineering and construction provider of broadband and fiber infrastructure, supporting federally funded infrastructure programs.

- Led the company's financial turnaround, moving from a net operating loss to strong net profitability within twelve months.
- Drove substantial revenue growth while meaningfully improving gross margin through pricing discipline and cost restructuring.
- Identified and executed significant expense reductions across multiple cost categories.
- Built the finance function from the ground up: established FP&A, accounting, treasury, and financial reporting systems for a complex multi-state, multi-project construction environment.
- Built executive dashboards, 13-week cash forecasting, and KPI reporting to strengthen liquidity visibility and support capital planning and lender readiness.
- Experience with financial compliance and reporting for federally funded broadband infrastructure programs, including BEAD-related environments.
- Delivered direct board-level financial analysis and strategic recommendations to ownership.

Principal | AI Systems and Automation Architect

BlackBoxx.ai | Greater Seattle Area / Remote

Oct 2023 – Present

Independent AI Systems Lab focused on practical AI agents, automation, orchestration, and integration across business workflows.

- Design and evaluate AI-enabled finance and operating workflows with controls for data integrity, permissions, auditability, exception handling, human review, and executive decision usefulness.
- Design and pressure-test multi-agent systems, AI/tool integration, workflow automation, and AI-enabled operating systems across finance, research, and business processes.

Founder | CEO | CFO

Nils Bernard | Greater Seattle Area & Central Washington

Apr 2021 – Jan 2025

Premium custom home builder serving high-end residential markets across Greater Seattle Area and Central Washington.

- Founded and led a premium custom-home building company while serving as CEO/CFO across finance, operations, business development, and subcontractor management.
- Connected project budgets, procurement, committed costs, job-cost reporting, WIP, billing, and cash requirements across concurrent custom-home projects.
- Applied 15+ years of AEC and construction-finance experience to margin management, cost control, capital planning, and project delivery.

Founder | CEO | CFO | Head of Strategy, Innovation & Technology

Macadam Floor & Design | Greater Seattle Area, WA

Jul 2007 – Nov 2020

Washington State's premier professional flooring and design company with multiple design center locations across the Greater Seattle Area. Clients included Fortune 500 companies across the Pacific Northwest.

- Scaled from \$0 to \$30M+ ARR and \$200M+ cumulative revenue, building a 200+ employee, multi-location enterprise serving approximately 10,000 homes across Washington and Oregon.
- Built and led the accounting and finance organization end to end: AR/AP, close, controls, reporting, high-volume job costing and inventory accounting, treasury, tax, and CPA coordination.
- Established budgets, rolling forecasts, pricing and margin accountability, and finance and operating systems to support rapid multi-location growth.
- Raised growth capital and negotiated lines of credit, debt capacity, and all financing instruments with banking and lending partners to fund expansion.
- Evaluated and strategically declined acquisition offers from two private equity firms; the company subsequently achieved its highest revenue performance.
- Negotiated all major vendor and customer contracts; owned all pricing, cost, and margin decisions across a high-volume multi-location professional services operation.

Co-Founder | Head of Strategy, Innovation & Technology

Chase International (DBA Chase Wholesale Floors) | OR / WA

Dec 2000 – Dec 2007

Co-founded and scaled a flooring/design business into a national buying group with manufacturer contracts, private-label products, and an independent sales network.

- Built national manufacturer relationships and purchasing programs enabling independent stores to compete at enterprise pricing levels.
- Led enterprise strategy, finance, business development, sales, operations, branding, and technology implementation.

Manager, Nike Retail Special Orders | Corporate IT Super User

Nike, Inc. | World Headquarters, Beaverton, OR

Jan 1998 – Dec 2000

Promoted from NikeTown Portland to Nike World Headquarters at age 22 to create, centralize, and lead Nike Retail Special Orders for all U.S. Nike Retail, Outlet, and Employee Stores.

- Built the national operating model, workflows, and systems for sourcing products unavailable through individual stores; trained teams and supported national rollout.
- Helped develop Nike's early internet-based purchasing capability; designated a rare Corporate IT "Super User" across IT, business, and retail operations.

EDUCATION

MIT Sloan Executive Education

Advanced Certificate for Executives (ACE) — Management, Innovation & Technology

In Progress

Certified Management Accountant (CMA)

Institute of Management Accountants (IMA) | Becker Professional Education

Candidate

University of Washington

Finance and Business Management Coursework

University of Oregon — Lundquist College of Business

Business Administration & Management Coursework

CREDENTIALS & RECOGNITION

2024 CXO 2.0 Business Leadership Excellence Award · Association for Corporate Growth (ACG), Seattle · Association for Financial Professionals (AFP) · Washington Association of Accounting & Tax Professionals · American Bar Association · Fiber Broadband Association — AI & ML Working Group / Deployment Specialists / Middle Mile · NSBA Leadership Council · Small Business Technology Council Leadership Council

ADDITIONAL

Performance Driving Instructor (Audi Club NW, Turn2 Racing) · Pro Bono Business & Startup Mentoring · Nonprofit Leadership · Emerging Technology & AI