### Charles Honore Yamessou, BS, MBA, DBA

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Versatile business professional with hands-on experience in sales, technical support, entrepreneurship, and international business. Strong background in relating to internal and external stakeholders, helping to create strategies that boost performance and build revenue. Awarded Business Community Recognition for assisting new Business owners. *Additional core competencies include:*

 ✓ Account Management ✓ International Trade & Business

 ✓ Client Services & Support ✓ Global Market Strategies

 ✓ Technical Support ✓ Community Organizing

 ✓ Strategic Planning & Analysis ✓ English/French Fluency

 ✓ Tax Preparation Services   ✓ Communication Skills

# Professional Experience

WORLD MULTINATIONAL CORPORATIONS CONSULTING GROUP - Atlanta – USA 2013 – Present

Accounting – Insurance – Legal – Investments – Tax Preparation

**Président & CEO**

**JOB PURPOSE**: I am responsible for providing strategic leadership for the company by working with the Board and other management to establish long-range goals, strategies, plans, and policies.

**ESSENTIAL DUTIES AND RESPONSIBILITIES**

* Plan, develop, organize, implement, direct and evaluate the organization's fiscal function and performance.
* Participate in the development of the corporation's plans and programs as a strategic partner.
* Evaluate and advise on the impact of long range planning, introduction of new programs/strategies and regulatory action.
* Develop credibility for the finance group by providing timely and accurate analysis of budgets, financial reports and financial trends in order to assist the Board and senior executives in performing their responsibilities.
* Enhance and develop, implement and enforce policies and procedures of the organization by way of systems that will improve the overall operation and effectiveness of the corporation.
* Establish credibility throughout the organization and with the Board as an effective developer of solutions to business challenges.
* Conducts a thorough in-person interview with potential clients, using the company’s propriety tax software application. Delivers exceptional customer service by anticipating
* Presents the Company’s value proposition to clients concerning various company products and services and uses prescribed selling techniques.
* Completes all related tax forms in accordance with policies, and in compliance with legislation and regulations. Furnishes taxpayers with sufficient information and advice to ensure correct tax form completion.
* Consults tax law reference materials to determine procedures for preparation of atypical returns.
* Answers questions and provide future tax planning to clients.
* Reviews financial records such as income statements and documentation of expenditures to determine forms needed to prepare tax returns.
* Researches tax related questions and issues, and responds to clients appropriately and within a timely manner.
* Resolves client complaints.
* Audits all tax return forms for accuracy and completeness (i.e., client signatures).

As CEO, I also manage and develop financial well-being of the organization by providing financial projections and accounting services; preparing growth plans; directing staff.

My Duties include:

* Accomplishes finance human resource strategies by determining accountabilities; communicating and enforcing values, policies, and procedures; implementing recruitment, selection, orientation, training, coaching, counseling, disciplinary, and communication programs; planning, monitoring, appraising, and reviewing job contributions; planning and reviewing compensation strategies.
* Develops finance organizational strategies by contributing financial and accounting information, analysis, and recommendations to strategic thinking and direction; establishing functional objectives in line with organizational objectives.
* Establishes finance operational strategies by evaluating trends; establishing critical measurements; determining production, productivity, quality, and customer-service strategies; designing systems; accumulating resources; resolving problems; implementing change.
* Develops organization prospects by studying economic trends and revenue opportunities; projecting acquisition and expansion prospects; analyzing organization operations; identifying opportunities for improvement, cost reduction, and systems enhancement; accumulating capital to fund expansion.
* Develops financial strategies by forecasting capital, facilities, and staff requirements; identifying monetary resources; developing action plans.
* Monitors financial performance by measuring and analyzing results; initiating corrective actions; minimizing the impact of variances.
* Maximizes return on invested funds by identifying investment opportunities; maintaining relationships with the investment community.
* Reports financial status by developing forecasts; reporting results; analyzing variances; developing improvements.
* Updates job knowledge by remaining aware of new regulations; participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations.
* Accomplishes finance and organization mission by completing related results as needed.

WORLD FINANCIAL GROUP, Norcross, GA 2012 - Present

**Independent Financial Services Representative –Life & Medical Insurance** **Representative**.

I am responsible for providing financial advice and support to clients and colleagues to enable them to make sound business decisions. I also manage the Finance and Accounting duties, I am responsible for maintaining financial, accounting, administrative and personnel services in order to meet the Business requirements and support the operations.

In general, my Finance and Accounting duties and roles include:

* providing and interpreting financial information;
* monitoring and interpreting cash flows and predicting future trends;
* analyzing change and advising accordingly;
* formulating strategic and long-term business plans;
* researching and reporting on factors influencing business performance;
* analyzing competitors and market trends;
* developing financial management mechanisms that minimize financial risk;
* conducting reviews and evaluations for cost-reduction opportunities;
* managing a company's financial accounting, monitoring and reporting systems;
* Liaising with auditors to ensure annual monitoring.
* Finds and reaches out to potential clients to expand the account numbers and customer base.
* Qualified clients through interviews to collect data about financial resources and discuss existing life insurance coverage.
* Explains the existing life insurance coverage features of various policies and helps policyholders settle claims.
* Customizes and creates life insurance programs to suit individual clients and their needs.
* Completes administrative tasks, such as keeping records and handling policy renewals.

As an independent representative for the company, I trained my sales agents with a comprehensive training program and assisted those that are unlicensed in attaining necessary credentials, which is a short and easy process.

MBH SYSTEMS, INC., Marietta, GA 2000 - 2012

**Co-Owner and Manager**

As a team we provided simple cost-effective solutions, ranging from three PCs sharing the internet and a printer at home, to a complete network encompassing a mix of cabled and wireless access points, multiple printers and a high-speed internet connection via a purpose-built server. I was responsible for the computer systems within the Businesses, overseeing installation, ensuring backup systems operate effectively, purchasing hardware and software. I was responsible for providing financial advice and support to clients and colleagues to enable them to make sound business decisions. I was responsible for maintaining financial, accounting, administrative and personnel services in order to meet the Business requirements and support the operations.

SONH AND ASSOCIATE, Marietta, GA 1994 - 2009

**Machinist Technician**

* Resolve customer complaints and answer customers' questions regarding policies and procedures.
* Maintain records pertaining to inventory, personnel, orders, supplies, and machine maintenance.
* Wrote reports to document job activities, ensuring the proper records were available for other technicians.
* Functioned as a machine operator, performing basic boiler repair and other support services.

# International Experience

BALZAC, INC. & SCAF - INC., Ivory Coast 1991-1994

**Founder and President - Agriculture and Forest Entrepreneur - operator Forestry**

Extremely clever and active Agriculture and Forest Entrepreneur with more than three years experience in compiling data pertaining to size, content, condition, and other characteristics of Agriculture, Forest, wood and plywood tracts; training and leading forest workers in forest propagation, fire prevention and suppression; assisting conservation scientists in managing, improving, and protecting rangelands and wildlife habitats, and helping to provide technical assistance regarding the conservation of soil, water, and related natural resources.

Being a service provider, I offered a range of services from buying wood or harvest, which includes both the activities of the operation, drain and work on the drop zone, until ' that marketing industries in the timber industry.

As Forestry professionals I conducted research, developed plans, administered and directed programs related to the management and harvesting of forest resources.

# Education & Credentials

**Doctor of Business Administration (D.B.A.)** **International Business**, Argosy University, Atlanta, GA, Gpa 3.77 – March 23, 2015

**Masters in Political Science (M.P.S) -International Relations**, American Military University | American Public University System, Charles Town, WV - Gpa 3.5 – 09/2017

**Master of Business Administration (M.B.A) - Finance**, Strayer University, Atlanta, GA, Gpa 3.5 – September 21, 2009

**Bachelor of Science (B.S) - Computer Information Systems**, Strayer University, Atlanta, GA, Gpa 3.33 – March 24, 2008

**Associate of Science (A.S) - Computer Networking and Security**, High-Tech Institute, Atlanta, GA, Gpa 3.45 – December 2, 2005

# Certificates

**Certifications/Licenses Notary Public** February 2017 to February 2021

**Certified Expert in QuickBooks Proadvisor** December 8, 2016

**Certificate of Public Information Officer Awareness-IS-00029 (PIOA)** FEMA – Emergency Management Institute, September 19, 2015

**Graduate Certificate of Creating a Winning Strategy**, Jack Welch Management Institute- Strayer University, Atlanta, GA – April 5, 2015

**Graduate Certificate of Becoming a Leader**, Jack Welch Management Institute- Strayer University, Atlanta, GA – February 22, 2015

**Master Certificate in Business Management (MCBM), Management Skills & Leadership Development**, Redwood City, CA – January 28, 2015

# Other Affiliations

* Member of Association of Information Technology Professionals (AITP)
* **Member of American Finance Association (AFA)**
* Vice president of A.B.A.A in Atlanta (Georgia-USA) a (NGO) Non-governmental organization
* Member of Cobb Strayer University Business Association (Georgia-USA)
* Member of American Political Science Association (APSA)
* Member of National Association of Tax Professionals (NATP)

# Volunteer Work

**Translator,** Metro Atlanta – Georgia2006 - Present

* Assistants to provide conversation-base translation and mediation services to non English speaking business owners and employees.
* Translate French-English; English-French.
* Community Organizer.

**Accomplishment:**

* Awarded African Business Community Recognition for Assisting Immigrants (2012).

BOOK – PUBLICATION, Marietta, GA 2015

* **Executives Research Results of Communicating Strategies and Visions in Multi-National Corporations -** <http://www.worldmccg.com/books-store>

 <https://www.amazon.com/dp/1478758368>

WEBSITE

<http://www.worldmccg.com/>