



Background

- Automotive
- Consumer Goods
- Manufacturing
- Retail
- Technology

James J. Downes - Senior Director, BBK Los Angeles

James is a Certified Turnaround Professional with over 23 years of experience, specializing in the technology, manufacturing and retail industries. He has experience in raising capital and working with limited funds, as well as international expansion into Europe and Asia.

Professional Experience

Before joining BBK, James was the CEO of imX Solutions, Inc., a Michigan based technology start-up company focused on establishing a more secure payment mechanism for Internet shopping. Customers attracted during his tenure as CEO include Ford, Borders Books, Callaway Golf, the Ultimate Shopping Network and the San Diego Chargers.

Previous to imX Solutions, James was the founder of the Acumen Group LLC, a consulting firm headquartered in Royal Oak, Michigan, focusing on helping businesses assess their business model as it relates to creating future profitability and a catalyst for organizational change. Since its inception in 2001, Acumen has assisted over 150 Michigan based businesses in managing change and developing new products and services.

James served as Vice President of Urban Science Applications, a Detroit based automotive industry technology provider, and was a key member of the founding management team. James was responsible for managing all mergers and acquisitions that created the company's international expansion into Europe (UK, Germany, Spain, Netherlands, Italy) and Asia (Malaysia, Japan, and China). The Company grew from less than a million dollars in annual sales in 1984 to \$50 million in 2001 and won the Ernst and Young Entrepreneur of the Year award.

James also was the Chief Financial Officer at Enterprise Oil and Gas in Detroit, and a Certified Public Accountant at Plante & Moran, CPA's, in Southfield, Michigan.

Education and Certifications

- Bachelor of Science in Accounting, University of Detroit
- Certified Turnaround Professional
- Kolbe Human Resource Certification, 2001
- Named National Outstanding Board of Advisor member for the AIESEC – (International Association of Students in Economic and Commercial Science)