



BAGCHI GROUP

Ben Blankenship Biography / Career Highlights

Ben Blankenship serves as the chief operating officer of Bagchi Group and the president of its financial services division. His wide range of financial, operational, and business strategy experience, noted below, positions the Bagchi Group to significantly bolster its level of client support.



Beyond growing the business, Ben will focus primarily on:

- **Fractional & Interim CFO Support:** addressing the unique and changing needs of clients. Ben has served as CFO, COO, and CEO of various organizations.
- **Project-Based Needs:** working with teams to plan and implement projects locally and globally. Ben is a certified PMP with strong concept development, planning, and implementation experience.
- **EOS® Implementation:** working with teams to dramatically increase focus, accountability, and productivity through the Entrepreneurial Operating System®. Ben has implemented EOS® with various organizations across the country.

Credentials: Over 27 years of financial and operational leadership in the for-profit and non-profit sectors with expertise in the restaurant and food service sector, wireless communications industry, community foundation and museum sectors, and environmental protection space. BSBA in Finance from The University of Denver, Associates in Culinary Science from The Culinary Institute of America, certified Project Management Professional (PMP), and experienced Entrepreneurial Operating System (EOS) Implementer and sustainer.

Financial Stewardship: Managed over \$360 million in organizational assets, 16 clean audits across various organizations, and cash flow through growth and down cycles. Prepared for and awarded 2 national accreditations, involving detailed assessments of organizational business practices and policies. Liquidated a \$52 million estate including stock, residential and commercial real estate, and auction items. Managed over 700 donor-advised charitable funds. Experience applying for and managing government and foundation grant funds. Secured BLOC and term bank funding, evaluated and maintained extensive insurance packages, and instituted strong internal control procedures. Staffed and maintained finance, investment, audit, HR, and governance committees.

Start-Up: Founding leadership team member at Qdoba Mexican Grill. Served in many roles involving financial strategy, investor pitches, market planning, real estate site selection and restaurant design. Oversaw product development and standard operating procedures as well as store openings for corporate and franchise operations. Qdoba sold to Jack in the Box for \$45 million, including 85 units across 16 states.

Business Planning & Restructuring: Worked with senior leadership teams, committees, and boards at various organizations to evaluate financial and operational performance. Defined new business models and strategies, restructured team composition and alignment, and developed single and multi-year budgets while proactively managing cash flow. Implemented financial system redesigns and business tools to increase efficiencies and impact. Implemented and maintained the practice of EOS with 6 organizations and more to come. Worked with private equity firms and their portfolio company executive teams to support focus and value creation.



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Market & Organizational Expansions: Led corporate expansion at Qdoba in the Dallas market, building 4 restaurants in 18 months – including the top performing corporate store. Teamed with U.S. franchisee groups to plan new markets. Contributed to opening 20 stores. Planned and launched a 5-state sales program with \$5 million annual revenue at Wireless Specialized Staffing. Managed significant organizational growth at The Denver Foundation and Triangle Community Foundation (100% and 41% respectively) requiring substantial increases in staffing, office space, and systems capacity. Advised emerging restaurant portfolio companies, positioning them for national growth.

Leadership & Human Resources: Expanded and contracted teams, recruiting and hiring hundreds of team members. Utilized tools such as EOS, Rockefeller Habits, Business Model Canvas, KPIs, OKRs and SMART goals to keep teams aligned. Created and revised employment and governance policies. Participated in deep inclusiveness work. Served as a volunteer leadership and business coach with Leadership Triangle, HQ Raleigh, and the Council for Entrepreneurial Development.