



KIRK D. KOEMAN | kirk.koeman@tcfbank.com
<https://www.linkedin.com/in/kirk-koeman/>

SUMMARY

- Uniquely positioned executive manager with 16+ years of diverse leadership in turnarounds, corporate restructuring, family business advisory, strategic planning, business analysis and commercial banking.
- Proven ability to drive growth and value with a natural instinct for market opportunities and value creation. Quickly identifies opportunities to improve profitability at every level from planning through execution, and revitalizes underperforming companies to maximize operating performance and cash flow.
- Change agent who quickly understands the business, defines/aligns strategic direction and vision, identifies opportunities, and leverages the right talent, systems, and resources for success.
- Influential leader analyzing and identifying talent to build and manage highly accountable, motivated teams. Creates the right “fit” by deploying employees in the appropriate roles to be most effective.
- Adaptable and nimble with holistic experience in banking, business development, sales, project management, operations, and general management. Rises to challenges with superior business acumen and decision making.

PROFESSIONAL EXPERIENCE

CHEMICAL BANK, Grand Rapids, Michigan 2016-2018 Largest bank based in Michigan with full scope commercial banking capabilities.

Vice President, Commercial Banker

Responsible for building bank relationships with businesses throughout West Michigan.

ELECTION SOURCE, Grand Rapids, Michigan 2016-2018 Leader in the election industry, providing turnkey election services, support, and products.

CEO

Recruited to drive change and grow the company through strategic planning/execution and system improvements.

DWH, LLC, Grand Rapids, Michigan 2011-2016 Privately held turnaround and restructuring consulting firm.

Managing Partner (2016) / Partner (2015-2016) / Managing Director (2013-2015) / Director (2011-2013) Consulted to clients with specializations in turnarounds, family business advisory, strategic and tactical planning, business assessment, financial modeling, operating systems and processes, and interim management. Partnered with executive team on strategy and vision. Specialized in business development through referrals and relationship building.

ABCOR INDUSTRIES, LLC, Holland, Michigan 2009-2012 Unique wood product manufacturer serving a variety of industries.

Vice President/General Manager

Recruited to revitalize financially distressed company with significant operating and cash losses. Managed business strategy and planning, daily operations, quality control, contracts, sales, and financials.

CHARTER HOUSE HOLDINGS, LLC, Holland, Michigan 2006-2009 Manufacturer of custom interiors for international restaurant and hotel franchises.

Director of Development, City Flats Hotel

Recruited to lead \$12M start-up of designer boutique hotel franchise concept with restaurant and conference facility. Defined business concept and wrote/drove strategic plan. Oversaw financial analysis, project feasibility, modeling, budgets, market identification, community outreach, due diligence, land acquisition, and construction management.

EDUCATION

Bachelor of Business Administration in Finance and Microcomputer Systems, Grand Valley State University

AREAS OF EXPERTISE

Commercial Banking Team Leadership & Development Financial Management Turnaround Management Stakeholder Relations Capital Formation & Financing Strategy & Tactical Planning Negotiation Due Diligence & Mergers/Acquisitions Family Businesses Business Development Project Management

INDUSTRY & COMMUNITY LEADERSHIP

Feyen Zylstra-Former Board Member) • Abcor Industries, LLC-Former Advisory Board • Turnaround Management Association-Former Board Member • Greater Ottawa County United Way Former Board Member