

Nathaniel Forbes 1996 to Present



Resume of Nathaniel L. Forbes Director

January 1996 to present (12 years): Founder and Director

Forbes Calamity Prevention, Singapore

Asia's leading business continuity planning consulting company

- Large, multi-national clients in Asia, Europe, North America
- Clients include two high-profile institutions in Singapore
- Established partnerships with facilities & services vendors
- Managed large-scale crisis management exercises
- Delivered numerous talks and training workshops
- Five (5) employees

1993 & 1994: Served non-competition contract period

1992 to 1993: Director, Electronic Services

ChipSoft Inc., San Diego, CA (now publicly-listed Intuit, Inc.)

- Managed Electronic Services department
- Managed integration of acquired company into acquiring company
- Responsible for strategic relations with partner tax software companies
- Identified Vice President candidate, who was later hired
- Actively participated in development of national EDI data format standard for tax returns

1983 to 1992: Founder & President

SPEED>S Corporation, USA

- Founded and managed America's first electronic tax filing company
- Sold electronic transaction services to 4,000 tax preparers, including US Army
- Grew revenue from 0 to \$1.5 million
- Directed development of 400,000 lines of software code
- Hired and managed 100+ employees
- Sold company in 1992 to ChipSoft Inc. (now Intuit, Inc.)

1981 to 1983: National Sales Manager

The Source, the first on-line service for consumers, owned by **The Reader's Digest Association**

- Increased subscribers from 12,000 to 53,000 (300% increase) in two (2) years
- Hired and managed a 15-person, nationwide sales force
- Conceived, designed and executed new retail packaging of product
- Executed first modem/services bundle with modem manufacturer
- Reported directly to President, now retired Chairman of Reader's Digest

Skills & Accomplishments

- Member, Business Continuity Institute (6026)
- Technology development and project management
- Innovative marketing
- Foreign language exposure
Mandarin Chinese, French, Russian, Dutch, Japanese
- Member, Singapore Computer Society (SCS)
- President, Business Continuity Group (BCG) of SCS, 1999/2000

Education

- BA degree, Middlebury College, Middlebury, Vermont, 1974
- Passed DRII CBCP examination October 1997, score 85%