

Sue V. Schreiber
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Profile

CFO seeking a leadership role in a growth oriented company looking to maximize its bottom line performance.

- Over 18 years of financial management experience managing all aspects of finance, administration, human resources and operations.
- Proven track record of fiscal bottom-line improvement by utilizing proven methodologies, strategic partnerships, analytical review, cash management and uniquely defined reporting tools
- Outstanding ability to identify, quantify and develop solutions to improve tax results and cash flow.
- Created a strong advisory role to boards of directors by providing them with timely and accurate financial information while helping them to quantify fiscal strategies.
- Superlative business acumen, quickly identifying opportunities for improved profitability, process flows and team building.

Professional Experience

Meretek Diagnostics, Inc. - Lafayette, CO

VP Finance & Administration
Controller

2004-2007

2003-2004

- Managed a staff of ten employees for this medical device division of a multi-national Japanese conglomerate.
- As a result of being recognized for outstanding improvements in financial reporting accuracy and management, was promoted from Controller to Vice-President within my first year of employment.
- Upon assumption of the management role for manufacturing and operations, used cost cutting measures and packaging design improvements to reduce primary product costs by 15%.
- Through the utilization of budget management and implementation of fiscally responsible policies and procedures, played a key role in taking a start-up subsidiary that had never been profitable to break-even operating income in 2007.
- Implemented a program through a partner for instrument leasing creating a new profit center for what had been stagnant inventory.
- Acted as the financial advisor to the board of directors providing both analytical information and insight into the company's strategic plans and direction.
- Provided guidance to the company's CEO in regard to HR matters, operating decisions and vendor and software selection.
- Collaborated with company's legal partners and sales teams to review, negotiate and approve all customer and vendor agreements.
- Always met or exceeded financial filing deadlines for Japanese parent company.

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Columbine Carpet Corp. - Centennial, CO

Controller

2002-2003

- Managed all finance functions for privately-held wholesale, trucking and warehousing companies.
- Through financial analysis, determined that one of the companies was losing substantial amounts of money and could not be turned profitable with its current operations. Convinced owners to eliminate this part of the business to improve total corporate margins.
- Negotiated with vendors to keep inventory flowing to the company during financially difficult times.
- Worked with vendors to negotiate a settlement for non-functioning assets.

One Lambda, Inc. - Canoga Park, CA

Chief Financial Officer

1991-2001

Controller

1988-1991

- Recruited by this rapidly growing medical device company on the recommendation of a partner from a Big Four accounting firm. Managed all finance functions and, in the early stages of the Company, managed human resources and IT.
- Due to improvements in financial reporting and management of the accounting department, was promoted to CFO within the first four years of employment.
- Worked with legal counsel to complete a corporate restructuring consolidating two S-corporations and one C-corporation to streamline reporting processes, reduce unnecessary filings and improve IRS reporting.
- Reviewed and negotiated insurance plans reducing costs by over 50% while increasing the quality and breadth of coverage.
- Negotiated and managed all contractual relationships for vendors, customers, foreign distributors and technology transfers.
- Key player in the successful acquisition of a NIH grant which provided additional resources for product development.
- Facilitated the acquisition of two corporate headquarters.
- As a trusted advisor to the chairman of the board was selected to be the administrator and trustee of the company's pension plan.

Education

B.S., cum laude, Business Administration, California State University of Los Angeles, Los Angeles, CA

Professional Development

Certified Public Accountant license, CA

Member of Colorado BioScience Association

Past Western Regional Director, American Woman's Society of Certified Public Accountants