

PAM DAWSON

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Chief Financial Officer ▪ Director of Finance

Influencing key business decisions through sound financial leadership and business analysis.

Analytically minded corporate finance professional with extensive experience leading, informing, and influencing key business decisions centered on strategic growth, financial modeling, and budgeting/forecasting functions.

Certified Public Accountant (CPA) | Chartered Certified Accountant (ACCA) | MBA, Finance

Delivering timely and accurate analysis and actionable insights to executive leadership.

15+ years of corporate and public accounting experience in finance and leadership roles.

Driving change throughout the business by providing strong, data-driven, and analytical leadership.

CORE EXECUTIVE COMPETENCIES

Leadership & Influencing Skills ▪ Financial Planning, Analysis & Forecasting ▪ Finance, Cost & Business Frameworks
Financial Reporting, Systems & Controls ▪ Finance Operations & Strategy ▪ Business transformations ▪ Business Process Analysis
Strategic & Tactical Planning ▪ Business Strategy & Technical Alignment ▪ Executive Leadership ▪ Financial Control

QUALIFICATIONS SUMMARY

- ◆ **BUSINESS ANALYTICS:** Developed business reporting tools that provided real-time insights for executive decision-making.
- ◆ **FINANCE LEADERSHIP:** Led finance teams in providing flexible financial, planning, forecasting, and analysis support for driving business transformation and improving an organization's overall financial health.
- ◆ **STRATEGIC PLANNING & LEADERSHIP:** Collaborated extensively with business partners and senior executives on large-scale initiatives and business decisions.
- ◆ **STRONG TECHNICAL ACUMEN:** Hyperion, Power BI, SQL, Essbase/SmartView, and MS Excel.

PROFESSIONAL OVERVIEW

ABC Company ▪ New York, NY

After-market automotive manufacturer of air spring suspension products.

2019 to Present

CHIEF FINANCIAL OFFICER (2022 to Present)

Promoted to executive-level position to collaborate across the business to assess performance metrics and key performance factors, business and financial actuals vs. projections, and lead financial and forecasting processes. Managed three direct/one indirect reports (Financial Controller, Business Analyst, Senior Business Analyst, System Implementation Manager.)

SCOPE: CFO-level Responsibilities ▪ Business Strategy and Technology Alignment ▪ Financial Planning and Forecasting ▪ Cross-functional Leadership & Collaboration ▪ Business Analytics ▪ Financial Analysis ▪ Continuous Improvement ▪ Business, System and Process Optimization

- ◆ **Spearheaded direct-to-consumer sales strategy shift** from sales distribution to direct sales model, transitioning 20% of distribution sales to new model leading to 10% net margin improvement.
- ◆ **Integrated demand planning and material requirement planning processes and systems**, reducing inventory turnover and improving order fulfillment to 99% via improved process management, proactive demand planning, improved supplier communication, real-time data access and utilization, and process/system training.
- ◆ **Supervised and approved activities of financial controller** including technical accounting (GAAP) support, local and international sales tax reporting, financial reporting, and accounts receivable/payable.

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FINANCE AND ACCOUNTING DIRECTOR (2019 to 2022)

Hired for GAAP experience to provide technical accounting support and forecasting/budget insights to company controller. Oversaw accounting and finance functions, including accounts payable/receivable and tax/systems consultants and staff.

SCOPE: Financial Reporting Automation ▪ Stakeholder Collaboration ▪ GAAP Support ▪ Financial Statement Audits ▪ Business Continuity Planning ▪ System Utilization Improvement

- ◆ **Influenced and worked across the business** to advocate and gain executive-level support for significant ERP and accounting system upgrades, with results measured and realized after 2022 promotion to director role.
- ◆ **Redesigned and automated financial reporting process** to align reports with GAAP requirements.
- ◆ **Led organization-wide, in-depth** business process review, leading a collaborative team in identifying operational deficiencies and providing strategic solutions for sustained long-term growth through business continuity planning.

XYZ Company ▪ New York, NY**2015 to 2019**

Multibillion-dollar corrugated packaging company and second-largest American packaging company.

SENIOR FINANCIAL ANALYST (2017 TO 2019) | CORPORATE FINANCIAL ANALYST (2015 to 2016)

Hired as corporate financial analyst to establish global SG&A cost efficiency analysis and work directly with department leaders in analyzing cost drivers and establishing budgets. Retained by XYZ and promoted to senior financial lead role after its 2016 acquisition of MPS to spearhead financial analysis and reporting for a \$2B division.

SCOPE: Manage \$500M Global SG&A Budget ▪ Financial Operations ▪ Financial Modeling ▪ Strategic Financial Planning ▪ Financial Analysis and Reporting ▪ Decision Support Analysis ▪ Data Reporting

- ◆ **Owned process definition, quarterly and annual forecast preparation**, and decision support for delivering actionable insights for improved management decision-making.
- ◆ **Recognized for leading efficient forecast and budgeting processes** and executing continuous process improvements across 80 plants.
- ◆ **Drove collaboration throughout \$2B merger valuation process** between valuation company, valuation team, and 80 individual sites worldwide.
- ◆ **Designed and deployed reporting templates and training programs** that ensured post-acquisition reporting consistency across global operational groups through centralized, usable, and interchangeable reporting templates.

EARLY CAREER OVERVIEW**Audit Associate ▪ 123 Professional Services – New York, NY****2011 to 2013**

- ◆ Evaluated financial statements for risk identification. Implemented audits for issue and risk mitigation. Drafted detailed reports on greatest risks for misstatement and efficacy of client internal controls for client executive decision-making support.

Funds Financial Analyst ▪ ABC Private Equity – New York, NY**2008 to 2010**

- ◆ Delivered portfolio analysis for 150+ private equity funds. Reconciled calls, distributions, and valuations with fund administrator, general partners, and finance leads. Obtained and validated insights of foreign currency exposures. Developed format for preparation of board packs.

EDUCATION & TRAINING

Master of Science, Finance ▪ College State University – New York, NY

Bachelor of Science, Accounting and Management Information Systems ▪ University of Colleg – New York, NY

Business Analysis Certificate ▪ Business School Executive Education

Training: Advanced Hyperion Financial Management and Hyperion Planning ▪ Advanced Essbase/SmartView ▪ Advanced MS Office for Financial Reporting, Modeling and Board Packages ▪ Power BI Dashboarding ▪ SQL, ERP and Business Systems Integration

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