



Daniel Philipp, MBA

Qualifications Summary

Specialized experience in navigating companies through tumultuous market conditions and difficult financial environments. Proven success in managing corporate change and leading teams across departments to achieve company goals. Successful at building business relationships between organizations to create long-term value. Competencies include cashflow planning, risk management, financial audit, accounting oversight, corporate and operational development, managing operations, prioritization of limited resources, and implementing structure for young companies.

Professional History

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| CFO Selections | Consultant | 2024 – Present |
| Sustainabl | Chief Financial Officer | 2010 – 2023 |
| Mandel Group | Development Associate | 2009 – 2010 |
| Northwestern Mutual Life Insurance | Audit Consultant | 2005 – 2007 |
| Ernst & Young, LLP | Audit Senior | 2003 – 2005 |
| Arthur Andersen, LLP | Audit Staff | 2000 – 2001 |

Accomplishments

- Planned and managed a company reorganization, which overhauled all operations processes, mitigated identified risks, and eliminated 40% of vendors and half of the product catalog.
- Developed annual budgets and managed cashflows to identify and solve temporal operating capital gaps.
- Created dynamic cost models that resulted in the organization significantly adjusting production processes and product pricing.
- Optimized the accounts receivable process to reduce the average number of overdue accounts by 90% and reduce overall average aging of accounts by 30 days.
- Implemented a custom developed, automated estimating system that reduced the time to quote projects by 60%.
- Drafted multiple international distribution contracts with companies located in Singapore, Germany, Turkey, Austria, and Bulgaria.
- Navigated a company successfully through COVID construction and supply chain shutdowns by reducing overhead expenses by 30% and procuring \$250,000 in additional financing.
- Assisted in redesigning both the Enterprise Risk Assessment process and report, reporting directly to the CEO and COO of a Fortune 500 company.

Licenses / Education

- University of Wisconsin–Madison, Master of Business Administration with a concentration in Real Estate and Urban Land Economics
- University of Wisconsin-Milwaukee, Master of Science in Management Information Systems
- University of Wisconsin-Milwaukee, Bachelor of Science in Accounting
- CPA licensed in Wisconsin, license #19991-1 (Active)