



## **Simon Pius**

### **Qualifications Summary**

Simon brings over twenty years of specialization in partnering with CEOs/founders, management teams, and Boards to scale smaller companies into mid-sized organizations. His deep expertise in leading finance, accounting, legal, and HR functions (both domestic and international), contributes to his successful ventures. Simon has proven his versatility in providing strategic partnerships to management while at the same time leading functional areas hands-on with minimal staff.

### **Professional History**

SheerID – Portland, OR	Chief Financial Officer	2019-2021
CipherCloud – San Jose, CA	Chief Financial Officer	2016-2019
PSS Help - remote	Chief Financial Officer	2014-2015
xMatters – San Ramon, CA	Chief Financial Officer	2006-2013
Evant – San Francisco, CA	Vice President, Controller	2000-2005
QRS Corporation – Richmond, CA	Director, FP&A	1997-2000
Dun & Bradstreet – San Mateo, CA	Regional Finance Manager	1996-1997
Early Career	Sr. Accountant to Accounting Manager	1992-1996

### **Accomplishments**

- Helped multiple companies scale from <\$10M to \$40M in revenue.
- Closed two Series C equity rounds, including a secondary tender offer and debt facilities between \$5M and \$15M, with both commercial banks and venture debt lenders.
- Played lead role in sale of PSS Help in 2015 and assisted in the sale of Evant in 2005.
- Developed comprehensive models to forecast cash flow, income, and balance sheet, for use in budgeting and long-term planning.
- Implemented NetSuite, Salesforce, and Carta systems within last 10 years.
- Identified, developed, and distributed key metrics through the organization to provide decision support and improve quality of management.
- Structured, negotiated, and closed hundreds of sales contracts with purchasing teams from Global-2000 firms.

### **Certification and Education**

- Master of Business Administration (MBA), Golden Gate University, San Francisco, CA
- Bachelor of Science, Finance, Golden Gate University, San Francisco, CA
- Certified Management Accountant (CMA), Institute of Management Accountants