

CFO

SELECTIONS

Howard S. Mendelsohn

Qualifications Summary

Profit-driven and detail-oriented executive with 20+ years of progressively responsible financial leadership success in public and private technology companies. Top-performing and strategic agent of change providing track record of consistent achievement driving financial growth, raising millions of dollars in start-up and working capital, spearheading company sales/acquisitions, and negotiating corporate agreements. Focused, assertive, creative, and diligent leader demonstrating exceptional analytical, problem-solving, and communication abilities.

Professional History

Avitar Partners	President	2006 - 2009
Onvantage, Inc.	CFO, Vice President	2005 - 2006
Expedia, Inc.	Vice President, Finance Vice President Corporate Travel Vice President, Group Travel	1999 - 2005
ICOS Corporation	Chief Accounting Officer	1992 - 1999

Accomplishments

- At Avitar Partners, provided strategic consulting to business owners. Assisted owners in selling businesses. Collaborated with entrepreneurs to raise venture capital and other financings - Secured \$5M financing for one company as well as \$500K for private placement at another. Worked with start-up companies on licensing proprietary technology. Provided expertise to business owners and senior management on financial matters. Created financial structures and reorganizations for growth and acquisition purposes.
- At Onvantage, Inc., managed six person Accounting team. Collaborated with CEO/COO to prepare company for sale and enhance value – company was sold to competitor for enhanced value over prior financing round valuations. Supervised preparation of routine multi-country financial statements budgets and forecasts. Teamed with executives to raise \$5M in new venture capital. Directed preparation of current audited financial statements after company was overdue in preparation and auditing for two years. Simultaneously led development of small meetings product line extension.
- At Expedia, developed and managed the financial organization. Headed creation of all financial systems, procedures, and processes when this one time Microsoft division was spun out as an independent public company. Supervised 200 financial operations staff across five locations worldwide. Prepared ongoing internal and public consolidated and global financial statements and SEC filings. Negotiated and executed various technology and corporate acquisitions; structured acquisition and supervised integration of financial functions for five acquired companies. Instituted financial functions globally, including accounting, tax, financial operations, SEC reporting, budgeting, forecasting, cash management, financial/business analysis, foreign exchange, internal/external audits, e-commerce fraud, and Sarbanes-Oxley compliance.
- At ICOS, managed accounting team. Prepared budgets and forecasts, headed SEC and management reporting, sustained investor relations, and cultivated investment banking relations. Maintained NASDAQ compliance and conducted external audits. Led daily financial operations as well as general ledger, accounts payable/receivable, and payroll.
- At ICOS, completed \$300M joint venture with Eli Lilly for the development and commercialization of Cialis. Also completed several public and private equity offerings; negotiated various corporate alliances such as \$23M rights offering, \$50M secondary public equity offering, \$87.5M private placement, and a \$40M joint venture.

Licenses / Education

- Bachelor of Science, Business Management & Biochemistry: University of California
- Graduate Coursework, Pharmaceuticals: University of Washington
- Certified Management Accountant (CMA)