

CFO

SELECTIONS

Richard Salitra

Qualifications Summary

Senior financial executive and seasoned leader with well-rounded experience in finance, accounting, operations, and general management. Extensive operational experience in building the finance and administrative functions to support the rapid growth of small to mid-size companies.

Professional History

| | | |
|---------------------------|---------------------------|-------------|
| Greenbridge International | Chief Financial Officer | 2009 - 2010 |
| Medio Systems, Inc | Director of Finance | 2005 - 2008 |
| T-Mobile USA | Senior Manager | 2002 - 2005 |
| 2WAY Corporation | Vice President of Finance | 1998 - 2001 |
| Expotel Corporation | Controller | 1997 - 1998 |
| Lincoln Property Company | Assistant Controller | 1992 - 1995 |

Accomplishments

- At Greenbridge, led efforts in initial company formation, including the development of all revenue and business models. Provided financial guidance on all contract negotiations, and worked with the CEO on initial fund-raising efforts, including term sheet structure.
- At Medio Systems, led due diligence efforts in the Series B financing round, resulting in a 3-week turnaround from term sheet acceptance to funding. Negotiated several intellectual property and licensing agreements, and led the HR function during early formative stages as the company tripled in size to over 90 FTEs.
- Developed improved reporting for product performance at T-Mobile, resulting in better management of a departmental marketing budget in excess of \$0.8 billion and a business segment which was experiencing 40% year-over-year annual growth.
- Managed T-Mobile's Hot Spot (wi-fi) financial operations for a 12-month period following an acquisition with a location growth rate of over 100%.
- Provided leadership of finance and accounting functions at 2WAY during a period of rapid employee and revenue growth. Produced business models and financial analyses for equity financing rounds provided by a top-tier national VC firm and a regional VC firm in excess of \$18 million. Restructured fiscal year-end for financial and tax returns.
- At multiple companies, created and managed numerous initiatives to lower costs and improve operations, including improvements in cash management, collections, procurement, and financial reporting.
- Experienced in the creation, finance, and administration of international subsidiaries.
- Led implementation of several accounting software systems including PeopleSoft and Dynamics-GP.

Licenses / Education

- Washington State CPA (inactive)
- CMA
- MBA, Operations Concentration, Seattle University - 1996
- BS in Accounting and Finance, University of Colorado - 1983
- BA in Economics, University of Colorado - 1983