



Elizabeth Prout, MBA

Qualifications Summary

Elizabeth is an experienced financial professional with over 30 years working in various industries, including start-ups, distribution, legal services, and manufacturing. She is skilled in strategic planning, financial modeling, software solution upgrades, data integration, process improvement, identifying opportunities for savings and efficiencies and finding root cause to historical problems.

Professional History

CFO Selections	Consultant	2023 – Present
Corr Cronin LLP	Chief Financial Officer	2021 – 2023
McKinley Irvin, LLP	Director of Finance and Human Resources	2018 – 2023
JSJ Pharmaceuticals/Innocutis Holdings/Cipher Pharmaceuticals	CFO/VP Finance	2006 – 2018
Universal Solutions, LLC	Chief Financial Officer	2005 – 2006
Toyo Thai International, Inc.	Director of Finance and Operations	2003 – 2005
Abacon Telecommunications	VP and Chief Financial Officer	1996 – 2003
Reflective Images	Sales and Manufacturing Manager	1994 – 1996
Graphic Applications	General Manager	1989 – 1994
MacPherson Inc.	Controller	1983 – 1988
Tultex Corporation	Accounting Specialist	1981 – 1983

Accomplishments

- Initiated risk mitigation strategies with major pharmaceutical wholesalers—saved company over \$400K.
- Grew organization from 2 to 3 national regions and was instrumental in company attaining Inc. 500 list for two years in a row.
- Established comprehensive budgetary process and implemented financial and management reporting systems—increased efficiencies while reducing costs by \$450K.
- Consolidated financial databases from 17 distinct operating entities into single financial function during 7-month period of significant change and reorganization.
- Negotiated terms & conditions for >\$750k financing, no personal guaranteed requirements, 1.8% capital APR and 2.3% operating APR and increased vendor credit lines to support tenant improvements.
- Major database cleanup, archiving of various data sets, some dating back to 22 years.
- Obtained \$2.2 million PPP loan which was subsequently forgiven.
- Improved prepayments and A/R collections resulting in 99% collection rate.

Licenses / Education

- MBA, University of North Carolina, Greensboro, NC
- BS in Accounting, Virginia Polytechnic Institute & State University, VA
- COSO, Internal Control Certification Program, 2016