

CFO

SELECTIONS

J. Paul Quinn

Qualifications Summary

Financial executive with over twenty years of expertise, results, and wisdom guiding the strategic financial activities of both public and private enterprises. Skilled at overseeing and modernizing all internal corporate finance, accounting, and administrative (HR, IT, Operations, Legal) functions. Proven ability to work collaboratively with Boards of Directors on mission-critical organizational planning efforts. Able to spur corporate growth (and mitigate losses) through strategic mergers, acquisitions, spin-offs, and divestitures.

Professional History

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| Pharmacy OneSource | Finance Director | 2012 – 2018 |
| Various Companies | CFO Consultant | 2012 – 2013 |
| Telanetix, Inc. | Chief Financial Officer | 2008 – 2011 |
| Vidiator Technology (US) Inc. | Chief Financial Officer | 2005 – 2008 |
| Dwango North America Corp. | Chief Financial Officer | 2004 – 2005 |
| N2H2 | Vice President & CFO | 2000 – 2003 |
| The Closeout Company | Senior VP of Finance & Administration | 1999 – 2000 |
| Fleming Retail Group | VP & Controller | 1994 – 1999 |
| Hyde Park Markets (Fleming Retail Group) | Controller | 1993 – 1994 |
| Arizona Supermarkets | CFO & Controller | 1990 – 1993 |
| ABCO Markets, Inc. | Budget Analyst & Assistant Store Manager | 1984 – 1990 |

Accomplishments

- Developed multi-year-rolling forecast models and SaaS based metrics and analysis at Pharmacy OneSource. Directed the implementation of NetSuite accounting system as well.
- Improved cash collections by over 50% thru creation of reports and analysis of collections activities.
- Collaborated on strategic business development at Vidiator Technology, evaluating and providing financial perspective on numerous new business opportunities to ensure alignment with long-term strategic plan.
- Created management dashboard to provide a brand-new level of accurate, real-time insight into all aspects of the business; routinely reviewed performance results with senior/middle management.
- Streamlined accounting operations, reducing total staffing headcount by 40%.
- Developed accounting systems and processes for subsidiaries in UK, Korea and Hong Kong.
- Handled all SEC reporting, and directed SOX compliance. Developed a new forecast financial model for use in capital raising.
- Directed the Investor Relations and Corporate Communications functions, working closely with investors/analysts and guiding management through the regulatory fair disclosure (FD) process.

Education and Certifications

- Bachelor of Science in Finance, Santa Clara University
- Master of Business Administration in Accounting Systems, Arizona State University