

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

CFO Selections	Consultant	2018 – Current
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.

LICENSES & EDUCATION

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