

TARGET: BOARD OF DIRECTORS – SOFTWARE & TECHNOLOGY INDUSTRIES

Expert in IPOs – VC & Equity Fundraising – Mergers & Acquisitions

Experienced board member, MBA and internationally savvy technology industry executive with a history of award-winning performance as a visionary leader for building company infrastructure from the ground up and spearheading profitable growth as high as 40% annually. Repeated success propelling small companies to the next level of growth and expansion.

- **Women in Technology Leadership Award, Public Sector Large Business Finalist, 2015**
- **Boston Business Journal Outstanding Women in Business Recognition, 2014**
- **Massachusetts Technology Council CFO of the Year Finalist, 2013**
- **Massachusetts Business Journal CFO of the Year, 2012**

Varied experience that provides valuable perspective to boards, cultivating a sense of partnership across the company, strengthening teamwork, and setting the vision, focus, goals, and strategies that produce the best possible business results. Balance a drive for growth with fiscal responsibility and emphasis on generating the highest possible ROI.

PROFESSIONAL EXPERIENCE

Acme Computer Solutions – Boston, MA **2003 – Present**
\$80 million subsidiary of a Fortune 500. Industry leader in cross domain, cyber security solutions, providing software and services that enable federal and civilian government agencies, NATO, and high risk industries such as financial services the ability to share and access information securely across multiple networks.

- **PRESIDENT** (2010 – Present)
- **CHIEF FINANCIAL OFFICER** (2005 – 2010)
- **BOARD OF DIRECTORS / VP, FINANCE** (2003 – 2005)

SCOPE: Strategy and P&L management • 250 employees • 7 direct reports • Manage all operations, finance, product development, marketing, and sales

SUMMARY OF CONTRIBUTIONS: Grew revenue \$50 million in the past 2 years alone and overall, key member of the executive team that increased sales 10-fold, from \$8 million to \$80 million and expanded from 40 employees to 250 over a decade. Masterminded and led evolution of the company, establishing a growth posture and transforming into an enterprise player and industry leader in the marketplace known for innovative adjacent and transformational technologies. Sold the company in 2010 at above-market-deal-metrics and spearheaded transition from a privately held technical company into the thriving, growing subsidiary of a large one.

SELECTED ACCOMPLISHMENTS:

- ▶ **Business Infrastructure Development:** Led this VC-backed company to implement the finance and operational infrastructure to support growth. Formalized all accounting, finance, human resources, office administrative, and legal functions, creating the foundation that enabled 900% revenue growth in 10 years.
- ▶ **Product Innovation, Development & Launch:** Catapulted the company to the top of the market, becoming widely known for expertise and innovation. Developed and launched 3 new products in the past year, with a 4th planned for mid-2013, expanding offerings to installed customer base and illustrating commitment to innovation.
- ▶ **Business Strategy & Revenue Growth:** Directed strategy that produced average 30% year-over-year revenue growth. Expanded footprint within the existing customer base, with 30% of new product sales coming from core customers. Simultaneously opened new civilian markets, landing numerous new accounts.
- ▶ **Team Building & Leadership:** Held employee retention at 90% post acquisition, a figure far above average. Created a company culture that nurtures creativity and innovation, promotes teamwork, and gives all employees a voice, establishing a sense of participation and ownership in results.
- ▶ **International Expansion:** Penetrated international markets and positioned for continuous growth in this area, producing 6% of revenue from foreign sales in 2012, anticipated to increase to 10% in 2013.

...Continued

Sample Board Of Directors Resume

Daryl Fischer, Laura B. Roberts



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Table of Contents Sample Board Of Directors Resume

1. Understanding the eBook Sample Board Of Directors Resume
 - The Rise of Digital Reading Sample Board Of Directors Resume
 - Advantages of eBooks Over Traditional Books
2. Identifying Sample Board Of Directors Resume
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Sample Board Of Directors Resume
 - User-Friendly Interface
4. Exploring eBook Recommendations from Sample Board Of Directors Resume
 - Personalized Recommendations
 - Sample Board Of Directors Resume User Reviews and Ratings
 - Sample Board Of Directors Resume and Bestseller Lists
5. Accessing Sample Board Of Directors Resume Free and Paid eBooks
 - Sample Board Of Directors Resume Public Domain eBooks
 - Sample Board Of Directors Resume eBook Subscription Services
 - Sample Board Of Directors Resume Budget-Friendly Options
6. Navigating Sample Board Of Directors Resume eBook Formats
 - ePub, PDF, MOBI, and More
 - Sample Board Of Directors Resume Compatibility with Devices
 - Sample Board Of Directors Resume Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Sample Board Of Directors Resume
 - Highlighting and Note-Taking Sample Board Of Directors Resume
 - Interactive Elements Sample Board Of Directors Resume
8. Staying Engaged with Sample Board Of Directors Resume

- Joining Online Reading Communities
- Participating in Virtual Book Clubs
- Following Authors and Publishers Sample Board Of Directors Resume
- 9. Balancing eBooks and Physical Books Sample Board Of Directors Resume
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Sample Board Of Directors Resume
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine Sample Board Of Directors Resume
 - Setting Reading Goals Sample Board Of Directors Resume
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Sample Board Of Directors Resume
 - Fact-Checking eBook Content of Sample Board Of Directors Resume
 - Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
- 14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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