

# Paul Sansone

TechCXO Partner - Finance & Operations



## CONTACT DETAILS

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## RELEVANT EXPERIENCE

Paul Sansone has more than 20 years of executive financial leadership experience in the e-commerce, enterprise broadband, hi-tech R&D and manufacturing, and non-profit industries. Among his career highlights are the following:

- **CFO, Boys and Girls Clubs of America**, (2.5 years) a \$1.8B youth serving federation. Paul managed to reorganize organizational wide financial reporting, implement cost-savings initiatives, restructure the finance organization and compliantly administer \$25M in Federal Grants.
- **CFO of Better World Books**, (6 years) an Atlanta-based e-commerce company with \$70M in revenues, and which has raised \$24 million to literacy programs around the world. At Better World, Paul instituted a company-wide restructuring plan that increased EBITDA margins 10% in one year.
- **Vice-President of Finance for Cisco Systems and Scientific Atlanta** (11 years), as well as a Finance Manager at IBM (6 years) and a Senior Auditor at Price Waterhouse Coopers.

Paul is also a Certified Public Accountant, licensed in Georgia and a Certified Management Accountant.

## EDUCATION

### Duke University's Fuqua School of Business

MBA - Finance

### St. Francis University of Pennsylvania

BS - Accounting

BS - Economics

## PERSONAL STATEMENT

I have led all financial, accounting, IT, real estate and facilities, human resources, legal, risk management and regulatory compliance functions at both private and public organizations, both domestically and internationally. My depth of experience includes Operational optimization, acquisitions, dispositions, raising capital, rescuing troubled financial departments and developing financial organizations from the ground up. You can expect friendly, personal and prompt support from me.

## PRACTICE FOCUS

TechCXO has assisted more than 750 technology companies to build value, enter new markets, increase sales and improve margins. Paul accelerates value in the following areas:

### FINANCE

- Financial Modeling/Forecasting
- Internal Controls, Reporting
- Board of Directors
- Accounting Systems Integration
- Treasury & Cash Management
- Audits, Audit Committees
- Debt & Equity Financing
- Strategic Business Planning
- Due Diligence
- Options, Compensation Plans
- Valuation, Cap Table Analysis
- Organizational Leadership

### OPERATIONS

- Benchmarking/Process Improvement
- Interim COO/Management
- Business Performance & Cash Flow
- Procurement and Contracts
- Organizational Structure
- Profitability Improvement planning

## SPECIALTY AREAS

Paul is one of TechCXO's subject-matter experts in the establishment of financial controls, processes and organization for start-ups, and turnaround and restructurings for more established entities.

## SECTOR EXPERIENCE

### E-COMMERCE

- Online Retailers
- Online Marketplaces
- Social Commerce
- Shipping & Logistics for Online Retail

### MANUFACTURING & DISTRIBUTION

- Networking Hardware
- Warehouse Management
- Enterprise CPE

### OTHER SECTORS

- High-Tech R&D
- Enterprise Broadband
- Social Enterprise
- Not for Profit