

## Search Spotlight

Position Title: Chief Financial Officer Location: North Carolina

### Company Overview:

The company is a rapidly growing, national provider of contract packaging services. Established over 17 years ago, the company has developed deep and strong relationships with some of the largest and well known CPG companies in the world by providing innovative, quality and cost effective packaging solutions. Headquartered in North Carolina, the company has four production sites across the U.S. with over 1,000 employees. The company is committed to rapid growth both domestically and internationally while continuing to provide innovative and cost effective solutions to their customers. The company is majority owned by a regionally focused private equity firm with a focus on long-term value creation and stewardship.

### Position Description:

Reporting to the CEO, the Chief Financial Officer will play a pivotal role in providing leadership and financial rigor to successfully achieve growth and scale. The CFO will develop and implement the long range financial strategy as well as oversee day to day financial management. The CFO will maintain oversight of financial controls to preserve company assets and to report accurate financial results to financial institutions, shareholders, and the Board. Accountabilities include:

- **Accounting & Finance** - Develop and oversee all accounting and finance activities of the Company.
- **Budgeting & Planning** - Work with the CEO and COO to develop a detailed annual budget for the Company.
- **Leadership** - Participate as a member of the senior management of the Company, including providing analysis, insight and recommendations for major policy and strategic decisions. Identify ways to improve the profitability, efficiency and effectiveness of the organization and coordinate with the CEO, COO and the Board to implement such recommendations.
- **Insurance** - Annually review & analyze insurance coverages, premium costs and carrier/broker relationships, and make recommended changes and/or revisions as appropriate.
- **Bank Relations** - Maintain day to day relationship with Company's bank in order to properly fund operations & manage treasury services. Monitor and report bank covenants and other terms of bank agreements.
- **M&A** - Assist CEO and Board with financial due diligence on potential acquisition opportunities. Develop and execute an integration plan with the CEO and COO to realize potential cost synergies.

### Requirements:

- Bachelor's degree plus 10+ years of managerial accounting and finance experience in progressive growth-oriented companies. Previous experience in the manufacturing and/or packaging industry is required.
- Proven track record of success building and leading high performance teams.
- Public accounting experience and/or CPA credentials desired.
- Creative thinking to analyze, evaluate and draw the appropriate conclusions from multiple business and data relationships and interactions.
- Prior experience with private equity ownership is ideal preferred.
- Ability to gather, manipulate and manage large amounts of data from a variety of sources, understand complex relationships and draw conclusions to recommend the best course of action.
- Ability to influence a wide variety of stakeholders. Independent and objective thinking is needed to properly evaluate, communicate, educate, and convince others to take action.
- Ability to deliver Board-level financial presentations that accurately summarize business for investors, bankers and vendors.
- Values driven leadership style to guide and develop a team in alignment with the organization's mission, culture and business goals.



### Leadership: Mark Crist



Mark has been with PinPoint Solutions for over 10 years and runs his own desk in addition to managing PinPoint Solutions. He specializes in filling roles within the Finance, Food and Beverage, and Medical Device industries and has placed professionals from the individual contributor level up to senior vice president. His primary focus now is to lead the company's effort and to continue to develop and grow in the medical device, clinical diagnostic and pharmaceutical industries. He has spent much of the last 5 years doing a significant amount of work in this space. Mark is the Division Director of PinPoint Solutions and you can reach him at [Mark@pin-pointolutions.com](mailto:Mark@pin-pointolutions.com) or via phone, 864.271.2212.

