

Hello,

I hope this newsletter finds you well. Our Accounting/Finance practice at PinPoint Solutions continues to grow. I'd like to share some of our recent successes and highlight a few new searches with you to give you a sense of the type of work we do.

I welcome the opportunity to stay in touch with you should you need to recruit talented accounting/finance professionals for your team or if you like to keep your finger on the pulse of the market for your own career. To stay up to date on our Finance Practice Area, including industry news and job openings, please follow our LinkedIn Showcase Page [HERE](#) and visit our [WEBSITE](#).

Recently Filled Positions



- **Corporate Controller** - \$200mm vitamin manufacturer – Phoenix, AZ
- **Chief Financial Officer** - \$65mm packaging company – Greensboro, NC
- **Group Controller** - \$3 billion industrial manufacturer – Pacific Northwest
- **Director of Tax** - \$2 billion aerospace company – Nevada
- **Chief Financial Officer** - \$80mm packaging company – Philadelphia, PA
- **Controller** - \$80mm packaging company – Philadelphia, PA
- **Business Unit Controller** - \$5 billion packaging materials company – Chicago, IL
- **Corporate Controller** – privately held women's apparel retailer – Los Angeles, CA
- **Corporate Controller** - \$2 billion aerospace company – Nevada

Search Spotlight



- **[VP/Corporate Controller](#)** – Phoenix AZ: Private Equity owned, rapidly growing, healthcare company involved with population management data analytics software and services and development and management of physician networks. Seeking strong finance leaders out of the healthcare industry (payer or provider).
- **[Plant Controller](#)** – Kentucky: Privately held designer and manufacturer of braking systems and components for the automotive/truck industry. Division of a \$5 billion international parent. Will lead accounting/finance for their largest plant in the US. Seeking prior Controllershship experience out of the automotive/truck industry.
- **VP Corporate Finance** – Western United States: Multi-billion dollar, privately held, aerospace/defense company. Seeking finance leaders with a CPA and prior experience leading the finance function in a large aerospace/defense company. Previous M&A and international experience is required.

Accounting/ Finance Team



Mark is the Managing Director of PinPoint Solutions and leads the contingency search division for the company. He has worked in the Executive Search industry since 1995. He spent the first 10 years of his career with the professional recruiting division of Spherion Corporation. After working his way up, Mark became the Managing Director for Spherion's Professional Services operation in Greenville, SC. Mark left Spherion after 10 years to join PinPoint Solutions in 2005 to develop the contingency recruiting capability of the firm. He now runs his own desk in addition to managing the contingency recruiting team. Mark has placed professionals from the individual contributor level up to senior vice president and he has worked across a wide variety of industries during his time in the recruiting industry. You can reach Mark at Mark@pin-pointsolutions.com or via phone 864-271-2212 to discuss needs you may have.



Stacey Erlenbach is a seasoned executive with over 15 years of executive search and corporate recruiting experience. Stacey started her career with an executive search firm based in Maryland and then moved to The Carlyle Group, one of the largest global alternative asset management firms in the World with \$203 billion of assets under management. While at Carlyle she oversaw all recruiting from Individual Contributor to Managing Director roles for the Washington DC, Los Angeles, Sao Paulo and Chicago offices. A career opportunity for her husband led to a relocation with her family to Richmond, Virginia. Since the move, Stacey has returned to executive search.

Stacey has experience in full recruitment cycle that includes search strategy, research, candidates sourcing, interviewing, selection analysis, reference verification, offer negotiation to final placement. She understands the importance of a collaborative effort with the hiring manager and their teams to assist the groups meet their goals and objectives. You can reach Stacey at Stacey@pin-pointsolutions.com or via phone 804-744-3534 to discuss needs you may have.

