

CASE STUDY

# EMPOWERING GROWTH: HOW AN INTERIM CFO TRANSFORMED PHARMACEUTICAL SERVICES WITH STRATEGIC FINANCIAL LEADERSHIP



## STABILIZED 3 YEARS OF FINANCIAL STATEMENTS

Stabilized the financial statements from 2021-2023, ensuring reliability and accuracy through collaboration with CPAs for thorough reviews.



## INCREASED AUTOMATION EFFICIENCY BY 50%

The interim leader automated various accounting processes, making 60% of the accounting processes automated versus the previous 10%.



## ADDRESSED NUMEROUS FINANCIAL CHALLENGES

Solved various financial challenges, including regulatory compliance, 401k plan management, vendor record-keeping, and company structure optimization.

## THE COMPANY

- » Industry: Pharmaceutical Services
- » Entity Type: Privately Held
- » Operating Region: U.S.
- » Size: \$100M

## THE PROBLEM

The company was growing quickly and needed an interim Chief Financial Officer to further develop its finance function, professionalize accounting, and scale both departments.

## THE SOLUTION

The interim leader brought over 20 years of CFO leadership, spending many of these years in the pharmaceutical space. During their career, this individual gained experience scaling for geographic expansion, operating on the sell side, and increasing organic growth and revenue.

## THE RESULT

The interim leader improved, automated, and stabilized numerous aspects of the company's accounting and finance department. Ultimately, the interim leader was so successful that the company extended an offer for the permanent CFO role, which they accepted.