

SHARPER COUNSEL INTERIMS



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SHARPER COUNSEL INTERIMS

has access to dozens of talented executives that have years of experience solving real world business issues. We are able to provide resources in fractional or full-time positions on a temporary basis and can tailor multi-disciplinary teams to meet your needs.

INTERIM EXECUTIVE LEADERSHIP:

On-demand executive resources that bring specific expertise to bear to fill holes and solve sticky problems in your business.

sharpercounsel.com

858-472-7880

San Diego California

Finance

Sharper Counsel Interims provides finance support to your organization in two ways.

As a provider of interim executive leadership, we help you identify and fill holes in your team with full-time or part-time temporary finance executives. These come from a variety of backgrounds and, with their in-depth experience, can hit the ground running with little or no onboarding time.

Our finances executives have a variety of skills including corporate governance, accounting, planning and reporting, investment and capital management, M&A and restructuring.

A second vector for leadership support is by improving the success of the management team already in place in your organization.

Sharper Counsel Interims executives partner with your finance staff to provide consulting support in a variety of ways, whether that be capability assessments and improvement recommendations, advisory oversight, or strategic project management.

When facing challenges with the financial aspects of your business, putting another set of eyes on the situation is a wise move and Sharper Counsel Interims are great partners.

Finance Case Study

Transportation company succeeds with management buy-out after engaging interim CFO.

Challenge

Over the course of an eight-year period, the mid-size transportation company expanded its business through acquisitions. As a subsidiary of a larger corporation, the company needed specific financial expertise to bring about a management transition. An interim CFO was brought into the company and immediately began designing an acquisition strategy, securing acquisition capital, and planning for implementation of new ownership.

Solution

Beginning with a review of the balance sheet, the CFO focused on the company's financial position relative to conventional bank and private equity lending requirements. Introductions and road shows were coordinated by the CFO with financing sources. A sophisticated economic model was built in conjunction with the CEO and articulation of the acquisition strategy was completed. The post-acquisition process required extensive accounting software integration and the interim CFO's vision and experience with accounting and auditing principles resulted in a solution that satisfied the new investors.

Results

The interim CFO helped the company win new financing which enabled the company to be purchased by its management team. Since the buy-out the company has gone on to become one of the top three territories of its kind in the United States, largely enabled by a new accounting information system and a customized financial reporting package. Inherent in the process of working with an interim executive company, the company accomplished this huge project without needing to hire additional staff.

Testimonial: "Our relationship with the interim CFO has provided the highest degree of financial advisory expertise coupled with the added benefit of driving cost savings to our bottom line. The continued availability of high integrity interim executive talent is invaluable to us." CEO



Leadership

Sharper Counsel Interims provides leadership support to your organization across a variety of disciplines important to business success.

C-Suite
Operations
Finance
Marketing
Technology

We can fill holes in your organization chart, partner with your existing team and execute strategic projects. Each engagement provides access to deep experience and new insights.

Marketing

Sharper Counsel Interims provides marketing support to your organization by providing strategic planning and tactical execution.

Corporate Communications
Brand Development
Alliance Management
Digital/Traditional
Customer Relationship Mgmt

Our marketing executives have worked in a variety of industries and company sizes. Domestic and international challenges will be met with experience and enthusiasm.

Operations

Sharper Counsel Interims provides operations support to your organization at the strategy level and in hands-on manufacturing work.

Manufacturing
Distribution
Quality
Customer Support
Sourcing

We identify capable executives that have expertise tailored to your problem at hand, allowing our interims to hit the ground running and start making improvements immediately.

Technology

Sharper Counsel Interims provides you support by helping you architect your IT solutions and addressing ongoing operations.

IT Systems Selection
Security/Compliance
Big Data Analytics
Business Intelligence
ERP/Cloud Implementations

Our experienced technology executives can advise and manage complex projects, while rolling up their sleeves to provide real-time management on your critical business issues.

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Additional Resources



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