

# Sue Schaaf

## Director

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Sue has over 20 years of experience in finance, accounting, manufacturing/supply chain, and M&A in small and large companies. She enjoys collaborating with people across all functions to identify and create a path to financial improvement, growth, and success using a data driven approach to decision making. Sue has a passion for helping the companies she works with to drive business improvement and profitability by identifying areas of need and creating tools and processes to support the change.

## AREAS OF EXPERTISE

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### Planning / Analysis / Decision Support

Leads cross-functional planning and forecasting processes, annual budgeting/operating plans, long range plans and strategic planning.

### M&A Financial Modeling & Analysis

### Profitability Improvement

Gross margin, sales cycle/revenue conversion, pricing, revenue growth & cash flow strategies.

### Operational Finance

Extensive manufacturing & supply chain experience.

## INDUSTRY EXPERIENCE

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Manufacturing  
Medical Device  
Supply Chain

Semiconductor Capital Equipment  
Industrial  
Healthcare



## EDUCATION

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MBA, Finance  
University of St. Thomas

BA, Accounting & Business  
Administration  
St. Catherine University

Certifications  
CPA (inactive)

Six Sigma Greenbelt

## EXPERIENCE

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Mergers & Acquisitions - Finance  
3M

Sr. Financial Analyst  
Veeco Instruments

Finance Manager - Projects &  
Analysis  
Ecolab

Sr. Financial Analyst - Mfg  
Operations / Supply Chain Planning  
& Analysis  
Ingersoll Rand/Trane

## STRENGTHS

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Analytical  
Problem-Solver  
Strategic  
Creative Thinker  
Collaborative  
Financial Trainer



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