



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

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

Manufacturing
Medical Device
Supply Chain

Semiconductor Capital Equipment
Industrial
Healthcare

EDUCATION

MBA, Finance
University of St. Thomas

BA, Accounting & Business
Administration
St. Catherine University

Certifications
CPA (inactive)

Six Sigma Greenbelt

EXPERIENCE

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

Analytical
Problem-Solver
Strategic
Creative Thinker
Collaborative
Financial Trainer



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