

## Jonathan Sample

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### PROFESSIONAL SUMMARY

Financial executive with extensive experience building and leading teams.  
Areas of expertise include:

- Strategic planning
- Business process reengineering
- Budget and cost management
- SEC reporting and governance
- Merger and acquisition integration
- Financial planning & analysis

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### PROFESSIONAL EXPERIENCE

#### **Faunton Corporation, Dallas**

**2010 to Present**

*NASDAQ: FAUN. Global manufacturer of automotive accessories with \$X billion in revenue and XX,XXX employees. Acquired by Cormic in 2017.*

#### **Divisional Financial Controller—Commercial Products** (2014 to Present)

Controller (\$XXX million in sales), reporting to president and dotted line to CFO.

#### **Select Achievements**

- Oversaw data analysis team in identifying \$XX million of revenue leakage.
- Led reengineering projects in Latin America, resulting in \$XX million in cost savings.
- Drove implementation of company-wide CRM process.

#### **Director, Planning and Analysis** (2010 to 2014)

Created XX-person financial planning and analysis group.

#### **Select Achievements**

- Established company-wide strategic planning process, including annual operating plans and quarterly KPIs.
- Evaluated strategic alliances, including 2 completed acquisitions.

## **Sander and Melbrand, New York**

**2003 to 2010**

*Preeminent professional services firm (XX,XXX employees globally).*

### **Senior Manager, Professional Services Practice** (2009 to 2010)

Advised clients on SEC filing matters and complex accounting issues.

### **Select Achievements**

Finance expert providing advice and due diligence for the \$XX billion XYZ-ABC merger.

### **Senior Audit Manager** (2007 to 2009)

Managed a team of audit professionals providing assurance, consulting and M&A services.

### **Audit Manager** (2005 to 2007)

Led international teams in the global development program, a two-year, international assignment for high-potential leaders, based in Brussels.

### **Audit Senior** (2003 to 2005)

Led teams in performing financial statement audits, IPO preparations and regulatory filings.

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## **EDUCATION**

### **University of Texas at Austin**

B.S., Business Administration and Accounting, 2003

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## **CERTIFICATIONS**

### **CPA, State of Texas** (Active License)

Member of the American Institute of Certified Public Accountants

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## PROFESSIONAL SUMMARY

- Healthcare executive with 14 years of startup and global management consulting experience
- Deep industry expertise in payors and providers
- Experience in taking a startup from idea to profitability
- Led major strategic and operational initiatives for marquee healthcare companies

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## PROFESSIONAL EXPERIENCE

### **Health Line, Phoenix**

**2013–Present**

*Healthcare IT startup founded in 2010 by a group of Harvard alumni. Its technology platform is sold to payor organizations and enables them to compare providers using proprietary analytics.*

### **Vice President, Product Development**

- Member of the executive team, reporting to the CEO; one of the first 5 employees of the firm.
- Responsible for driving growth through the commercialization of products.

### **Key Responsibilities**

- Defined client segments and economics. Developed data-driven sales process, resulting in XX new clients.
- Drove XX product concepts into client-ready solutions.
- Developed proprietary algorithms to support measurement of client impact.
- Formed alliances with strategic partners to further sales growth, accounting for \$XX million in revenue.

## **Global Consulting Associates, Chicago**

**2009–2013**

*Strategy consulting group with X,XXX employees across XX offices in X countries.*

### **Principal, Healthcare**

- Led strategy, M&A, and operational improvement initiatives for leading U.S. health systems.

### **Select Engagements**

- Program lead for the \$X billion Sensor acquisition by KNT, the 3rd largest U.S. health plan. Oversaw XX teams that identified \$XXX million in run-rate synergies.
- Program lead for 3-way health system merger to create a \$X billion statewide network in Texas.
- Led numerous strategy and business process reengineering engagements for leading healthcare companies.

## **Highland Partners Consulting, Dallas**

**2003–2009**

*Boutique strategy and organizational consulting firm serving Fortune 100 clients with expertise in consumer and healthcare.*

### **Senior Associate, Strategy Consulting (2005–2009)**

- Led multi-year strategy and turnaround assignments.
- Responsibility for a team of XX consultants/associates.

### **Associate, Talent & Organizational Consulting (2003–2005)**

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## **EDUCATION**

### **Harvard University**

MBA, 2003

### **Baylor University**

B.A., Economics (Honors), 2001