

Mark Schreiner

SCHREINER BUSINESS PARTNERS, 2006 – PRESENT

Provider of C-level Finance and Operations Management to various middle market businesses

Managing Director

- | Oversight of all M&A due diligence functions for a privately held administrator of health care for State Medical Plans (\$800M in Revenue) reporting directly to President.
- | Revamped F&A function for \$30 million construction company including establishing appropriate controls and cost accounting and improving margins 10%.
- | Provided turnaround management/profit enhancement services to manufacturers, service providers and restaurant businesses in the middle market.

RSM McGLADREY FINANCIAL PROCESS OUTSOURCING (FPO), 2000-2006

Executive Vice President ('05-'06)

- | Oversaw finance, technology, administration, and business development for \$30 million operation with 8 offices across US and India providing CFO and controller services to 500 clients.
- | Managed employee team to grow and sustain business in 4 primary segments (nonprofit, auto, restaurant, grocery).
- | Developed and secured key strategic alliances to expand market share and increase revenue while improving production efficiency.
- | Executed C-level negotiations with top-tier clients nationwide; established contract policy and customer service standards.

Managing Director, Business Development ('00-'05)

- | Tapped to develop and execute new market growth strategies for emerging \$5 million wholly owned subsidiary.
- | Led lean 10-member team to cultivate and manage new business; evolved to category leader in grocery/retail segments.
- | Initiated 2 major M&A deals; identified prospects, conducted legal/financial due diligence, and negotiated acquisitions.
- | Personally negotiated long-term contracts valued to \$40 million with industry-leading national clients.
- | Directed large-scale conversion project, upgrading and migrating 600 client sites to RSM accounting systems in 6 months.

RSM McGLADREY INC., 1993-1999

Partner Incharge, Phoenix Economic Unit ('93-'99); Chief Financial Officer ('93-'95 - concurrent to Managing Director responsibilities)

- | Appointed to lead turnaround of troubled Phoenix operation; restored profits and grew to \$15 million revenue.
- | Restructured and redeveloped 90-member team; built collaboration and morale to earn top employee satisfaction scores.
- | Executed consolidation, introduced balanced scorecard, revamped AR/AP system, and implemented benchmark QC program.
- | Directed business development; secured and managed M&A/audit/vendor review projects for clients spanning manufacturing, distribution, real estate, construction, high-tech, and healthcare markets.

Prior: advanced through positions from Audit Staff to Audit Managing Director/Partner, 1981-1992.