

# THE FINANCE EXECUTIVE...

## THE EVOLUTION...

The accountabilities and responsibilities of the finance executive are changing. Due to the recent downfall of Fortune mega companies such as Enron, WorldCom and United Airlines, finance executives today have to be more than administrators of financial controls, rules and regulations. Recent legislation, such as the Sarbanes-Oxley Act in which executives are being forced to take on personal accountability for the financial states of their company, has put the Finance function into the spotlight. Today, the Chief Financial Officer and other finance executive positions must become strategic business partners that drive change. They must seek to maximize shareholder value by ensuring the execution of a sound business model, reducing expenses, allocating resources to the best opportunities and reducing the cost of capital. Cross-functional thinking, a customer service mentality and an asset management orientation are hallmarks of a new breed financial executive that acts as a strategic business partner.

## OUR EXPERIENCE...

For over thirty years M. Wood Company has been recruiting financial executives who have broken the traditional mold. Finance executives secured by M. Wood Company embrace benchmarking, best practices, reengineering, outsourcing, shared services and quality. Our firm understands the role of the financial executive because we have partners and principals who have lived in that space as CFO's and partners in Big 4 Accounting firms and we work with finance executives on a day-to-day basis. M. Wood Company has completed many diverse financial search assignments for a wide spectrum of clients in a variety of industries and sizes of companies. We understand the nature of the responsibilities associated with these positions as well as the financial team dynamics, metrics and cross functional conflicts and opportunities that have an impact on the results achieved by newly hired executives.

## OUR SOLUTION...

Whether your company is dealing with an IPO, corporate governance issues or just starting out, M. Wood Company has the ability to leverage our intimate knowledge of the finance function to your business climate. Our track record with long-standing clients speaks for itself.

### SAMPLING OF FINANCIAL SEARCHES

Chief Financial  
Officer

Divisional CFO

Assistant CFO

VP, Finance

Dir. of Finance

Treasurer

Asst. Treasurer

Controller

International  
Controller

Partner, Tax

Partner,  
International  
Taxation

VP, Taxes

Sr. Manager,  
State & Local  
Tax

VP, Revenue  
Operations

VP, Internal  
Audit