Sam W. Stearman

Flat 11-B, Tower One, DeerHill Bay
Tai Po, N.T., Hong Kong
(852) 3160-2004, 6244-5166
Email: sam@samsays.com

PROFESSIONAL SUMMARY

Have significant experience in all aspects of accounting / finance for organizations ranging from start-ups to Fortune 500 companies. Have developed financial presentations to Corporate Boards, strategic business plans, industry analysis, marketing plans, budgets and financial analysis. Experience includes financial reporting, general ledger, financial modeling, cost accounting, systems implementation, auditing, corporate income tax, payroll, HR and IT.

EDUCATION

CPA	Illinois and California
MBA	Drake University
BS	University of Louisville (honors) - Accounting

EXPERIENCE

Principal Consultant, Sino-Bridge China Consultants, Ltd, Hong Kong (2006 – present). A consulting firm and member of DFK International, the company assists foreign clients in international and Chinese regulatory, accounting and tax issues. Areas worked on included three-day training of staff in HK and the two China offices, formulating procedures and standard forms for field work and reporting; writing and publishing newsletters and other marketing materials and other special projects.

Business and Marketing Consultant, SW Stearman & Associates, Oceanside CA. (1988 – 2003) A boutique CPA / consulting practice, providing a full range of financial and business solutions to growing business.

- Services have included strategic planning; industry and competitive marketing analysis; business valuations; SEC filings for a bulletin-board public traded company; an IPO filing for a cooperative software marketing company; due-diligence reviews for proposed acquisitions; financing assistance for growth companies and start-ups; implementation of accounting and other critical systems / procedures; fraud audits; cash management and cost reduction; financial modeling and conventional tax / accounting services.
- Clients have included apparel, aerospace and other manufacturing clients; capital goods distributors; event marketing, hotel/restaurant management and international distribution and software publishers.

Corporate Controller, CPLANE, Sunnyvale CA. (2000 – 2002) Pre-IPO Company involved in developing integration software for major telecom carriers, with 70 employees.

- Responsible for accounting, treasury, stock administration, budgeting, financial planning and systems / controls.
- Treasury functions include selection of money managers for $25 million raised during third round of financing,
- Refined accounting system to reflect growth from 30 to over 70 employees,
- Coordinated development of initial financial plans, detailed budgets and financial modeling tools. Budgets, which are updated quarterly, are used as a tool to monitor spending by individual departments, including monthly actual/budget comparison and integration with MBO program,
- Converted stock records to Equity Edge, providing tools and reports for needed for accounting / reporting of options and stock sales.

Chief Financial Officer, On-Point Technology Systems, San Marcos CA. (1999-2000) NASDAQ listed manufacturer of high-security vending terminals to international lotteries and other customers, with 100+ employees.

- Prepared S-4/S-1 for sale of core business to Fortune 500 company and spin off of new eCommerce company to current stockholders, including coordination of due diligence,
- Prepared all SEC filings (10K, 10Qs, 8Ks),
- Developed framework for new UK-based eCommerce business,
- Shopped credit-line requirements with major local and national banks, resulting in increase in borrowing from $5 - $10 million.

Principal, Nyborg & Nyborg, Palentine IL. (1986 – 1987) A CPA and investment management firm, specializing in local government and commercial pension funds, with 30+ employees.

- Worked with audit clients, performed consulting, developed new investment markets, products and assisted in portfolio management for investment clients.
- Marketing/PR efforts resulted in 20 % portfolio growth in new industries.
- Developed two limited partnerships based on the firm's unique investment strategies.

Corporate Controller, Wagner Casting Company, Decatur IL. (1982 – 1985) A major regional iron foundry servicing the automotive and other industries, with $30 million sales and 500+ employees. Company had been purchased by the management group using a LBO.

- Refined cost systems, implemented early-warning profit and cash-flow reports.
- Selected PC hardware/software.
- Implemented 401K plan with 65% participation among 500+ union employees.
- Used R&D tax credit to reduce taxes for three previous years, with savings of $85,000

CFO for Essex Telecom Division, United Technologies Corp, Decatur IL. (1976 – 1981) **Division** manufactured telephone cable (cable and fiber optic) for domestic and international customers, with sales of $75 million and 300 employees in four plant locations.

- Implemented strategic planning, MBO and quality programs.
- Significant international experience included technical assistance agreement with China and contract administration with Iran.
- Implemented design system to speed up foreign quotes, closed loop MRP system
- Implementation and coordination of strategic planning, quality programs and cost containment resulted in 250% increase in profits on 100% increase in sales in stagnant industry.

Financial Management, Lykes-Youngstown (LTV) Youngstown Sheet & Tube Co, Youngstown OH. (1972 - 1976) Company employed almost 20,000 employees in two major steel plants.

Financial Management, Massey-Ferguson (Varity), North American headquarters, DesMoines IA. (1966 – 1972) A leading international manufacturer of tractors and farm equipment.

Senior Auditor, Arthur Young (Ernst & Young), Chicago IL. (1963 – 1966) Major office of "Big 4" CPA firm.