

# BEVERLY A. PEGNATO

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## **Financial Executive with success in increasing shareholder value for global organizations through exceptional leadership, strategy development, fiscal management and cost containment in rapid-growth, high-tech industries.**

Introduced financial strategies that were key in growing \$20 million company to \$100 million and ultimate buyout.  
\$3 million savings generated by developing/deploying creative hedging and global cash management techniques.  
Drove 3-fold income increase after revitalizing \$10 million offshore manufacturing operation.  
Averted \$2+ million in tax liabilities by presenting counterarguments on transfer pricing policies in 3 distinct countries.

## **Strategic thinker with track record of coupling business and financial acumen to maximize operations and earnings per share.**

Grew revenue 100% and boosted profit 50% through improved sales methodologies.  
Optimized financial tactics of \$1+ billion acquisition by creating Internet-based business model for Fortune 200 firm.  
6% annual profit increase achieved by capitalizing on tax incentives.  
50% decrease in interest expense realized after initiating improved cash management processes.

## **Analytical leader able to position startups, turnarounds and mature operations for positive financial gain.**

Spearheaded transition of in-the-red startup into Inc. 500 company; built financial infrastructure; chartered path to profitability.  
Turned around \$5 million European operation; opened new market after negotiating international joint venture.  
Launched French startup achieving \$2 million revenue and profitability within 1<sup>st</sup> year.  
\$1+ million profit growth realized after devising innovative application of foreign exchange guidelines.

## **Catalyst who delivers financial strategies with long-term, lasting impact. Articulate communicator able to bridge cultural barriers to achieve corporate objectives. Well-respected reputation garners solid, enduring business alliances.**

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BS, Accounting, MBA, Rutgers, The State University of New Jersey.  
Open to relocation. Functional in German.

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## **PROFESSIONAL EXPERIENCE**

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PEGNATO INTERNATIONAL, Nutley, NJ, [www.pegnatointernational.com](http://www.pegnatointernational.com) 1993 - Present

### ***Business Consultant***

Provide strategic planning and analysis, global business expansion and financial development guidance for clients including Schering-Plough Corporation, Phibro, a Pfizer animal health business and Howmedica/Osteonics div. of Stryker.

DATASCOPE CORP, the Netherlands

1987 - 1993

### ***Manager, International Finance***, (de facto CFO) 1989 - 1993

Directed global finances for \$300 million organization with operations in 60 countries.

Streamlined supply chain and established new international business model, transforming cost structure.

Realized immediate \$700K tax decrease by redesigning structure of foreign subsidiaries; repositioned for double-digit growth.

### ***Manager, Revenue, Planning and Analysis***, 1987 - 1989

Introduced innovative business planning strategies, benchmarking and financial tools/models to support dynamic growth.

MIDLANTIC NATIONAL BANK, Edison, NJ

1984 - 1987

### ***Assistant Vice President***

Launched global state-of-the-art financial reporting systems; significantly reduced costs in Hong Kong and London operations.

Saved \$500K on multimillion-dollar acquisition after identifying critical financial miscalculation.

BARBIZON CORPORATION, New York, NY

1982 - 1984

### ***Corporate Controller***

Reengineered financial function, boosted profit, reduced costs and improved financial methodologies.

### ***Business Consultant***

1980 - 1982

SCHERING-PLOUGH CORPORATION, Switzerland

1972 - 1980

### ***Manager, Financial Reporting and Analysis***, 1977 - 1980

### ***Manager, International Accounting Services***, 1974 - 1977

### ***Supervisor, International Accounting Services***, 1972 - 1974

Managed financial initiatives for European, African and the Middle Eastern operations of Fortune 200 organization.  
Provided financial leadership in support of Far East and Pacific Rim expansion at Hong Kong headquarters.