

Susan L. Cuthbertson, CPA, CGMA

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Summary:

Accomplished, dedicated, client-focused professional services executive with excellent relationship skills and proven success in generating revenue and accomplishing business objectives. Consistent track record with building and cultivating strong relationships among all levels of team members. Companies served include publicly and privately held entities in diverse industries. A focused, inspirational team builder with a hands-on leadership style and demonstrated success in leading organizations to their goals.

Professional Experience:

Cuthbertson & Associates 2006 - Present

President

Cuthbertson & Associates delivers professional services and staffing within the disciplines of accounting, finance and internal audit. In 2013 Cuthbertson & Associates was recognized by the Jacksonville Business Journal as the second fastest growing private company in northeast Florida.

Steven Douglas Associates 2006 - 2010

Managing Director, Jacksonville Project Division

- Founded the local project division's current team offering over 20 years of experience from accomplished accounting, finance and technology professionals
- Built a team of members possessing credible certifications including Certified Public Accountants, Masters of Business Administration, Certified Fraud Examiners, etc.
- Gross revenues exceed \$1.24 million annually and are derived from locally based publicly and privately held entities operating throughout various industries
- Directly responsible for business development, office profitability, client and associate relationships, recruiting and day-to-day operations

Jacksonville's Key Success Indicators during challenged economic year (2009 versus 2008)

- Reduced operating expenses by 27.3%
- Increased net profit by 11.7%
- Team billed over 14,000 hours in 2009
- Originated 9 new highly compensated jobs during 2009

Resources Global Professionals 2003 - 2006

Managing Director, Jacksonville – 2004 – 2006

- Achieved overall success with 7 internal team members and 40+ team base throughout each service line. Achieved \$8 million annual gross revenue with over \$3 million net profit.
- Developed new business relationships and strategically pursued business opportunities with target Fortune 500 and 1000 companies

Director of Client Service – 2003 – 2004

- Developed and executed aggressive growth strategy while managing daily operations, responsible for growing employee base by 35 professionals within ten months
- Partnered with numerous other company regional offices resulting in significant revenue in each office.

KPMG LLP 1997-2003

Assurance Senior Manager – 1999 – 2003

- Directed utilization and organization of 25 professionals including direct reporting supervisors, responsible for developing and retaining staff
- Managed portfolio of engagements with annual revenue ranging from \$150 million to over \$2 billion
- Managed annual client revenue portfolio exceeding \$1.2 million (all pre-Sarbanes Oxley)
- Directed activities of engagement portfolio containing defined benefit, defined contribution and health and welfare plans with net assets available for benefits over \$3 billion
- Responsible for research and implementation of new accounting pronouncements
- Responsible for all engagement level training for employee benefit plans for North Florida Practice (Jacksonville, Orlando and Tampa).
- One of 9 national employee benefit plan leaders responsible for developing annual task plans and procedures for employee benefit plan audit approach.

Assurance Manager - 1997 – 1999

- Managed annual client revenue portfolio exceeding \$650,000
- Responsible for managing and mentoring staff, accountable for engagement planning, execution, success, profitability analysis and billing

Supervising Senior/Senior/Auditor - 1992 - 1997

- Responsible for accurate and timely completion of third-party deliverables
- Supervised work performed by staff members
- Responsible for periodic communications with client personnel regarding progress of the audit

Education and Certifications:

Florida State University, Tallahassee, Florida

- Bachelor of Science, Accounting
- Bachelor of Science, Finance
- Certified Public Accountant, Florida AC0026513
- Named one of the nation's first Chartered Global Management Accountant 110032188

Board and Committee Affiliations:

- Current member of FSU's Professional Advisory Board
- Current Board member of Hubbard House, Inc.
- Current Member, Florida Institute Certified Public Accountants and American Institute of Certified Public Accountants since 1994
- Graduate of the Jim Moran Institute Small Business Executive Program
- Graduate of Leadership Jacksonville, class of 2010
- Leader/Member, JWBC Foundation's Women's Executive Success Circle
- Former member, Jacksonville Women's Network
- Former Director, Women Executive Leadership
- Member, Hendricks Avenue Baptist Church since 1991 – ordained deacon