

Strengths and Qualifications

A financial operations and project management executive who is deadline- and results-oriented with over 20 years change management experience across several industries including manufacturing, software development, apparel and fashion.

- * **Architecture of financial systems:** Extensive experience reorganizing financial information to suit analysis needs of companies, including lead role in several information system upgrades and conversions including adding core functionality.
- * **Fundraising and investor relations:** Comprehensive ability to develop business models, raise investor funds for business projects and manage investor expectations.
- * **Leadership and professional relationships:** Proactive, inclusive, respectful, appreciative yet firm in performance standards.
- * **Governance:** Several Board Secretary and Treasurer appointments, non-profit and private sector. Governance practices are rigorous, transparent and grounded in integrity.

Professional Experience

Telequity, LLC (2006 - Present)

Business consulting

Williston, Vermont
Montreal, Quebec
Riyadh, Saudi Arabia

Principal

Assignments such as:

- April Cornell Holdings LLC (Burlington, VT), financial system re-structuring
- YWCA Montreal, Accounting system migration analysis
- Muna AbuSulayman Collection (Riyadh, Saudi Arabia), advice for clothing line launch
- Daybreak ICS, (Williston, VT) Business plan presentation for fund-raising

C3Gateways Services Inc. (2000-2006)

Montreal, Quebec

Start-up telecommunications system company

Chief Financial Officer (CFO), Board Secretary & Treasurer

(2000-2004)

Vice President, Operations and CFO, Treasurer

(2004-2006)

Major accomplishments:

- **Created financial systems** audited by Ernst & Young. Developed and maintained business model for investor presentations. Assisted in preparation and presentation to investors.
- **Obtained numerous grants and loans** from government sources as well as assisted in raising equity investment from angel and venture capital sources. Total capitalization: \$5M.
- **Rescued floundering beta installation** by mobilizing implementation team of programmers to install system at the beta site; **generated data to prove compelling ROI** for marketing collateral (white paper).
- **Managed communication and administration of over 50 investors** and option holders for several series of investment vehicles including common shareholders, convertible debt holders and options holders to the standards of the Chairman of the Board who was a founding partner at the largest law firm in Canada.

PAMELA COWAN – resume (continued)

Pulmac Ventures Inc. (1993-1998)

Moretown, Vermont

Chief Operating Officer

Advanced test instrument manufacturer serving the pulp & paper industry

Major accomplishments:

- Implemented the company's first ERP system. The new accounting system enabled the company to implement a dynamic cash flow projection reporting system **which stabilized the company's cash position.**
- Reorganized assembly processes of instruments to **reduce delivery timeframes from 6 weeks to 2 weeks**, increasing customer satisfaction, **decreasing inventory turnaround threefold** and improving cash flows of the company.

Aero Mode Ltd. (1987-1991)

Montreal, Quebec

Operations Manager

(1989 – 1991)

Controller

(1987 – 1989)

Manufacture and warehousing of uniforms in Canada

Major accomplishments:

- Redesigned information system to streamline operations by tying purchasing with sales so that customer service could expedite orders and be responsive to customer inquiries. This effort **doubled the profitability of the company in eighteen months.**
- Developed a customer service department to track customer inquiries and to **drive focus on customer satisfaction.**

Property Management/Construction Industry

Phoenix, Arizona

Various accounting positions up to Assistant Controller

(1984 – 1987)

Education

Bachelor of Science in Business Administration, University of Vermont, 1983

(Finance major, marketing minor)

Other Appointments

Business & Professional Affiliations

Treasurer, Women Business Owners Network (2008-2009)

Secretary, Treasurer; C3Gateways Services Inc. (2001- 2007)

Director, Secretary, Treasurer; Pulmac Ventures Inc. (1983 - 1998)

Member, Montreal Economic Institute

Member, Lake Champlain Regional Chamber of Commerce

Member, American Business Group of Riyadh

Speaking Engagements

"Cross Cultural Business in Saudi Arabia", McGill University, Montreal, (scheduled October, 2011)

Saudi Women Entrepreneurs Panel Discussion Leader for Small Business Day at Prince Sultan

University College for Women, Riyadh, Saudi Arabia

"Building your business, Financials: How do they fit?" Women's Small Business Program,

Burlington, Vermont

"Candles & Creations; a case study", Burlington Women Business Owners Network

"Diversity in Business", Professional Women of Montreal