

Candidates Chair

THE CFO'S RESUME

The following are the common strengths/experiences that should show up on a CFO candidate's resume based on feedback from different CEOs.

1. Ability to quickly determine the key reportable metrics in the business and put in place a process to regularly and timely capture and report those metrics.
2. Strong financial reporting skills, both internally and externally (they can be significantly different).
3. Ability to communicate effectively and with boards of directors, shareholders, peers, employees and the key players in the industry.
4. Tax knowledge
5. Legal (many legal documents require CFO involvement, including doing drafts. In smaller firms, most legal matters such as litigation will be administered by the CFO)
6. Financing strengths (to raise equity capital or a variety of forms of debt)
7. Integrity (the way you act is watched by the rest of the organization)
8. Human resources knowledge (you'll hire, fire, help establish incentives and implement or change benefit programs)
9. Financial analysis skills (if you don't lead the charge there be no one else who will)
10. Ability to lead (people will follow a leader...they'll be ineffective if they don't have a leader)