



TRADITIONAL CONSULTING • INNOVATIVE RECRUITMENT

BOB MILLER
Consulting CFO

bmiller@cfos2go.com

(925) 787-6218

EXECUTIVE SUMMARY

Consulting CFO whose excitement comes from working with clients where he can passionately pursue his professional purpose to fund and commercialize new, unique and effective medical technologies which improve people’s health. Prior to joining cfos2go, Bob served as CFO and sometimes COO for two decades, developing deep experience in raising funds and commercializing technologies. He is capable to deal with the complex integration of the regulatory, clinical, reimbursement, manufacturing, sales and marketing requirements for launching medical products and quickly growing revenue.

EXPERIENCE

PARTNER, CONSULTING CFO

CFOs2GO

2019 to Present

www.cfos2go.com

Specialty consulting CFO and recruiting firm that customizes financial management solutions by utilizing part- and full-time staff through contract employment or direct hire.

- Co-leads the Healthcare & Life Sciences practice.

CHIEF FINANCIAL OFFICER

Sonoma Pharmaceuticals Inc.

2004 to 2018

Operating pharmaceutical company with focus on dermatology and acute care markets.

- Spearheaded over 20 financings with proceeds of over \$170 million
- Initiated new corporate strategy with focus on growing the prescription dermatology revenue with a direct sales force.

CONSULTING CFO

2000 to 2003

Clients include: Oculus Innovative Sciences, medical devices; Evit Labs, Inc, medical device, drugs, drug delivery; Biolog, Inc., a biotechnology company in drug discovery; Webware Corp., a software company, in brand resource management. (Raised \$20 million of venture money.); Scanis, Inc., a medical device and software company.

CHIEF FINANCIAL OFFICER

1992 to 1999

Cerus Corporation, Concord, CA; Medacoustics, San Ramon, CA; Systems Control, Sunnyvale, CA; Bugle Boy, Los Angeles, CA

CHIEF FINANCIAL OFFICER

PenWest

1988 to 1991

Seattle, WA

High growth pharmaceutical and specialty chemical company – sales of \$129 million.

- Responsible for all financial and accounting functions, and one of the key senior management team members involved in the restructuring and growth of the business.
- Directed a strategic move to transform the company by selling half its assets for more than its total market value, doubling the stock price.

TREASURER

Mead Corporation

1982 to 1988

Dayton, OH

\$4.2 billion of revenue in paper, consumer products and electronic publishing.

- Responsible for full treasury function. Board member and treasurer of \$1 billion joint venture. Built and managed a unique, highly accomplished, professional staff of 25.
- Directed financial restructuring by issuing common equity and swapping stock for debt to reduce leverage (53% debt to capital in 1982 to 35% in 1988).

CFO/ VP-FINANCE/ DIRECTOR OF FINANCIAL PLANNING

GAF Corp.

1998 to 2000

Dublin, CA

NYSE international, manufacturing company in many industries with sales of \$677 million

- Responsible for all accounting, financial and MIS functions with a staff of over 100 people.

ANALYST

Merrill Lynch

VP, INVESTMENT BANKING

Blythe

1970 to 1975

Dublin, CA



PROFESSIONAL ACTIVITIES

-US Marine Corps

EDUCATION

- MBA, Columbia University
- BA, Stanford University

Concentrations: Corporate Finance, Accounting, Economics, Industrial Engineering

For more information:

<https://www.2gocompanies.com/cfos2go-partners/bob-miller/>