

# SAMUEL COUNTER, CPA

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## PROFILE: CONTROLLER / ACCOUNTING DIRECTOR

~ Accounting & Finance Management ~ Business Process Improvement ~ Cost Reduction ~

- Over 15 years of success directing accounting and financial operations for professional services, publishing, and hospitality industries.
- Deep experience partnering with executives and line managers to identify opportunities for improved efficiencies and reduced costs.
- Demonstrated ability to design, implement, measure, and continually improve policies, procedures, and control systems to ensure a continuously sound financial structure.
- Skilled in establishing internal controls and policies to support regulatory compliance and drive optimal results.
- Practiced in advancing enterprise-wide financial initiatives and projects that improve procedures; proficient in automating systems. Experienced using SAP and Oracle financial and business intelligence software.
- Deep global experience with diverse exposure to global business protocols and cross-cultural practices, particularly in Latin America. Fluent in French and Spanish, and knowledgeable in conversational Italian.
- Solid technical skills enabling automation of processes and quick preparation of ad-hoc reports through database queries to extract and covert data into intelligent information.

### EXAMPLES OF EFFECTIVENESS:

- ✓ Improved net margin by 7%, decreased overhead costs by 5%, and cut Accounts Receivable days outstanding by 15% for Friedman, Lowe & Jacobs.
- ✓ Instrumental in helping Springer Publishing expand revenue 160% within 1 year.
- ✓ Shortened budgeting cycle 20% and reduced all variances to less than 5% at Esquire Sandman.

**Core Skills Include:** Financial Management • Process Improvement • Process Streamlining • Internal Controls  
Financial Systems Automation • Staff Management

### PROFESSIONAL EXPERIENCE

FRIEDMAN, LOWE & JACOBS, LLP, WASHINGTON, DC

**FINANCIAL CONTROLLER** 11/2006 – PRESENT

Controller accountable for all financial strategic planning for this law firm with approximately \$200M in revenue and 380 employees. Manage all finance and accounting functions including accounts payable, accounts receivable, time and billing, budgeting, payroll, tax planning and financial reporting. Direct staff of 10.

- Increased profitability by 3% over 1 year, and cut overhead costs 5%.
  - ✓ Established process to analyze firm and client profitability and instituted analytical capabilities on matter pricing and Alternative Fee Arrangements.
- Developed Business Intelligence dashboards to improve transparency into performance information.
- Strengthened internal controls to ensure compliance with SOX and tax regulations.
- Reduced Accounts Receivable days outstanding by 15% through improved processes and systems.
- Automated expense reimbursement process that reduced processing time by 50% and enhanced reporting.

SPRINGER PUBLISHING, INC., WASHINGTON, DC

**ACCOUNTING MANAGER** 11/2002 – 11/2006

Recruited to orchestrate the transition from outsourced accounting provider to in-house department. Directed all accounting functions for this consulting and publishing company with \$45M in annual revenue and 100 staff. Oversaw month-end closings, billing and collections, treasury, general ledger, accounts payable, payroll, budgeting, and inventory management, as well as fixed assets for multiple office locations. Directed a staff of 5.

- Enabled 160% revenue expansion from \$23M to \$60M within 1 year.
- Improved efficiency of month-end closing process; decreased time by 20%.
- Simplified coding of accounting transactions and raised accuracy of statements.
- Identified and resolved procedural issues that streamlined and strengthened internal controls.
- Oversaw implementation and conversion to MS Dynamics GP accounting system.

ESQUIRE SANDMAN, LLP, WASHINGTON, DC

**REGIONAL FINANCE MANAGER** 3/1998 – 10/2002

Accountable for all aspects of financial management for 7 regional offices, including a Latin American location, for this law firm with \$500M in annual revenue and more than 2K employees. Directed a staff of 10.

- Instituted and implemented robust policies and procedures for expense review and approval.
- Shortened budgeting cycle 20% while reducing all variances to less than 5%.
- Cut report production and runtime by 50% by building database queries and extracting data into financial systems.
- Launched and deployed effective accounting procedures and processes at 3 new offices in the U.S. and Latin America, as well as for an acquired firm.
  - ✓ Supervised the accounting transition of the acquisition, including training and mentoring 8 staff.
- Streamlined matter intake process and reduced origination time by approximately 30%.
- Created ad hoc analysis for senior management regarding profitability and performance of various practice groups and profit centers.

*Prior experience includes Assistant Controller and Staff Accountant at Hyatt Hotels Corporation.*

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## EDUCATION

B.S., Accounting & Business Management  
Hofstra University, Hempstead, NY

CPA, Certificate #25555  
Commonwealth of Virginia Board of Accountancy