

**MYRIAM LAPLANTE, CPA, CMA**

## PROFILE

* Bilingual senior leader with demonstrated success in managing finance, including a thorough knowledge of full accounting cycle.
* Mobilizing leader guided by action and results. Has solid skills in change management, team management and process improvement.
* Proven manager with strong work ethics, creating a culture of high performance and implementing effective programs for achieving productivity and strong financial results.
* Professional dynamic and creative with excellent business acumen backed by sound judgment, negotiation and influence skills.
* Mobilizes and develops, directs and guides teams by setting clear objectives while maintaining an excellent working environment.

## KEY ACHIEVEMENTS

* Renegotiated existing businesses, generating over **$100M** in revenues.
* Assessed and renewed partnership with ABSG's main client for continuous growth above **10%**.
* Reduced DSO from 65 to 49 days; increasing the cash flow of nearly **$22.5M**.
* Implemented Activity Bases Costing P&L system by client within the Hospital Division – **Received President’s award in 2004; Increased per client profit margin by 10% to 15%**.

## PROFESSIONAL EXPERIENCE

**ZOETIS CANADA (Spin-off of Pfizer animal health division) 2014**

World leader in animal health medicines and vaccines, former Pfizer unit.

## Director, Finance

Reporting to the US, managed the Canadian financial operations. Accountable for Finance, Treasury, Taxation, Capital, Budgeting and Forecasting. Managed a staff of eight and a budget of over $350M.

* Created and implemented a new local tool to better manage inventory. The report allow better matching of Supply and Demand thus, reducing inventory loss by more than $500K annually.
* Helped achieve greater profitability and sharing of best practices through positive influence on local management team – introduced monthly meeting to review P&L results, forecast and KPI. Hold managers responsible and empower them to succeed.

**AmerisourceBergen Specialty Group Canada 2007-2013**

Company offering patient support programs, integrated nursing services, reimbursement assistance and specialty pharmacy, supporting the pharmaceutical industry in a changing environment.

## Associate Vice-President, Commercial Operations (2011-2013)

Responsible for overseeing the strategic, budgetary and operational activities of ABSG Canada and ongoing growth/profitability. Accountable for the division P&L and a team of 160 professional.

* Repositioned ABSG Canada’s biggest program by centralizing all the operations under the Montreal business unit; Improve quality assurance and controls - reduced error rate below 1%.
* Led ABSG group in exceeding revenues by more than 20% for the past three years.

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**Senior Director, Specialty Services (2009- 2011)**

Directly responsible for operations of ABSG Canada’s largest client. Following the acquisition of Innomar Strategies, ensured efficient integration of business units into the new Canadian Corporation.

* Managed effectively the P&L generating more than 20% profits in division margin.
* Successfully handled ABSG Canada office relocation for 80 associates – less than 5% in movement of personnel.

**Director, Finance and Administration (2007-2009)**

Managed all finance functions for ABSG Canada.

* Implemented new ERP system and SOX compliance process.
* Reduced DSO from 75 to 51 days; increasing the cash flow of nearly $1M.
* Introduced new Canadian banking system in line with ABC Corporate Head Office.
* Launched new programs with Marketing and Operation using Activity Bases Costing model, improving margin by more than 5%.

**Wilco Inc/A Rock-Tenn Company 2006-2007**

Manufacturing leader of packaging products, merchandising displays and recycled paperboard.

## Director, Finance and Administration

Managed all Finance, HR and Administration functions along with IT Services.

* Implemented new ERP system within tight timeline of 6 months.
* Reorganized IT Services in conjunction with Head Office generating annual saving of $200K.
* Renewed two collective agreements without any cost increase to the corporation.

**Abbott Laboratories 1998-2005**

Broad-based, global healthcare company and pharmaceutical leader that develops and distributes leading-edge products and therapies.

**Corporate Controller, Hospira Healthcare Corporation (Abbott Laboratories Spin-off - 2005)**

## Divisional Financial Manager, Hospital Products Division (2002 - 2004)

**Manager, Accounts Receivable and Credit (2000 - 2002)**

**Senior Business Analyst, Operations (1998 - 2000)**

* Successfully completed spin-off of Abbott HPD division and created Hospira organization with complete package of financial processes - Received 2005 President’s Award.
* Developed and deployed financial organization and full financial systems for Hospira Canada.
* Established banking relationships for Hospira Canada, according to Head Office policies.
* Launched *Sarbanes-Oxley Act* and concluded all processes for the Canadian affiliate.
* Integrated Knoll Pharma business treasury and AR process into Abbott’s structure over 6 months.
* Achieved less than 30 days DSO for 10 months in 2000 - Record for Abbott Canada - Approximately

$1.5M in daily sales.

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| **Consumers Glass / Owens-Illinois Inc.** | **1996-1998** |
| Largest glass container manufacturer.  **Manager, Financial Operations** |  |
| **Crown Cork & Seal Canada** | **1988-1996** |
| Crown is one of the world’s premier manufacturers of packaging materials. |  |

## Controller / Manager, Customer Service and Production Planning

**EDUCATION**

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| **BAA, Management Accounting/Commerce** | **UQAM** | 1990 |
| **Chartered Professional Accountant** | **CPA, CMA** | 1990 |
| **Certificate in Industrial Production** | **ETS** | 1998 |

**COMPUTER KNOWLEDGE**

Hyperion Essbase, Salesforce.com, Cognos Powerplay, JD Edward, SAP

Running (training for the half marathon)

# LEISURE