December 6, 2011

To Whom It May Concern:

This letter is written to introduce myself to you and provide you with my resume in the event my credentials and experience match well with a position you are attempting to fill. I am a seasoned financial executive with over 25 years of progressively more challenging positions and responsibilities.

* 13+ years of public accounting experience (Arthur Andersen LLP)
* 12+ years of senior financial management (Chief Financial Officer) experience and expertise
* Lead finance and accounting group at a publicly traded company, start-up venture capital backed company as well as at family run businesses.
* Lead financial teams operating in high volume, transaction oriented environments (in both the beverage industry and medical device industry)
* Significant transactional experience on both the buy and sell sides.
* Significant experience structuring and negotiating traditional bank financings (revolving lines of credit, term equipment financing, etc.
* Achieved great success in managing financial metrics and achieving/exceeding financial goals.
* Highest ethical and moral standards applied in all aspects of professional and personal lives.
* Significant experience working with and managing external professionals (legal counsel, bankers, private equity investors, accountings, risk management, consultants, etc.)
* Very strong interpersonal skills and team building. I have had tremendous success building and retaining teams at each of my employment “lives”. I have found this to be critical to the success of any company. It is imperative to have a team environment, focused on common goals, sharing mutual respect and constantly fostering a healthy employee work environment

I am sure, upon reviewing my resume, an obvious question will come to mind; Why is he looking for a new opportunity when he recently secured such? I was very excited to join Z-Medica and take on many of the challenges and responsibilities that were expressed to me during the recruitment process and were the reasons I accepted the position. In addition, I was informed an environment of teamwork and partnering, specifically with the CEO, was standard operating procedures. I have unfortunately found that much of what I was lead to believe during the recruiting process is in fact not the case and, in many cases, the exact opposite. I am not a complainer but would rather simply address the issues I have encountered by searching for a different opportunity where I can bring my financial expertise, excitement and interpersonal skills to help drive success in the organization and become a member of the team.

I believe I can bring my financial expertise and experiences, as well as strong team building and interpersonal skills, to help drive growth and success at any organization.

Please do not hesitate to contact me at 203-910-1016 to discuss this opportunity in greater detail. I would very much appreciate that. Thank you for your consideration.

Very truly yours,

David M. Dean

Attachment

**David M. Dean, CPA**

**50 Broadview Drive H (203) 294-0219**

**Wallingford, CT 06492 C (203) 910-1016**

**Murray7221@yahoo.com**

# SUMMARY

Highly-skilled financial executive with extensive background in both private and public industry, encompassing a breadth of experience and knowledge including; strong accounting background, operational management, initial public offerings, mergers and acquisitions, SEC reporting/compliance, cash management and risk management.

# PROFESSIONAL EXPERIENCE

**Z-MEDICA CORPORATION,** Wallingford, CT  **April 2011 - Current**

**Chief Financial Officer**

*$60 M Developer and Manufacturer of novel medical device*

* Responsibility for Accounting/Finance, Cash Management, Information Technology, Human Resources/Employee Benefits, Risk Management, Contract Management (Domestic and International), Business Development
* Primary responsibility for establishing worldwide distribution network including performance of due diligence on potential distributors and contract development/negotiation
* Oversight and primary contact for all external professional services including accounting/tax, risk management/insurance, banking/cash management and private equity firms
* Manage staff of 10 employees.
* Currently involved in the structuring and negotiation of a revolving line of credit with a major Connecticut bank
* Currently leading due diligence and negotiation of two potential investment opportunities
* Leading discussions with selected private equity firms interested in potentially investing in Z-Medica, evaluating numerous structural options including straight common stock, convertible preferred stock, convertible debt or a combination of such instruments

**EBER- CONNECTICUT, LLC,** North Haven, CT  **2004 – April 2011**

**Chief Operating and Financial Officer**

*$80M Importer and Distributor of wines with operations in Connecticut and Rhode Island*

* Management responsibility for functional areas of Accounting/Finance, Treasury, Information Technology, Warehousing, Distribution/Fulfillment, Inventory Management, Customer Service, Marketing, Risk Management and Human Resources.
* Manage staff of 70 employees.
* Structured and negotiated May 2005 sale of company to Eber Bros. Wine & Liquor Corp. in at a significant premium to former owners.
* Negotiated new $9.5 million revolving bank credit facility
* Manage vendor/supplier relationships including price and program negotiations
* Supervised implementation of new distribution management information system
* Supervised/managed implementation of new distribution routing system (Roadnet)
* Developed and implemented purchasing and inventory management process that resulted in a reduction in inventory of approximately 25% with a corresponding increase in inventory turnover
* Streamlined and improved financial reporting process and internal controls
* Spearheaded process improvement initiatives related to order processing and distribution
* Primary contact for all banking, insurance and professional services
* Initiated and headed formal business planning and budgeting process (first time in company’s history)
* Member of board of directors

**PROTEDYNE CORPORATION,** Windsor, CT  **2002 - 2004**

**Vice President and Chief Financial Officer**

*Manufacturer of sophisticated industrial automation utilized in the life sciences market*

* Overall responsibility for all finance, accounting, treasury and administrative responsibilities of the company
* Developed company’s accounting department and policies
* Established inventory management and control procedures
* Member of pricing committee responsible for developing instrument unique pricing including negotiations with major customers (Merck, Novartis, Schering-Plough, Bristol Myers, etc.)
* Negotiated equipment financing arrangement with GE Capital
* Designed and implemented employee benefit programs
* Lead negotiations of two rounds of financing, venture capital backed, resulting in approximately $10 million of capitalization
* Responsible for development of financial reporting practices
* Primary contact for investor group and potential investors
* Project manager for company ERP implementation initiative
* Attendance and participation at all Board of Directors meetings
* Developed and implemented spending reduction plan which resulted in annualized cash savings of approximately $1 million (15% reduction)
* Significant involvement in formulation of company’s strategic business plan
* Other responsibilities include income tax planning and compliance, foreign currency management, cash management

**PERKIN ELMER LIFE SCIENCES,** Boston, MA  **2001 - 2002**

**Chief Financial Officer – Integration**

*$600 million life sciences business of PerkinElmer, Inc.*

* Overall responsibility for integration of Packard BioScience Company’s finance organization and operations into the PerkinElmer life science business (PerkinElmer acquired Packard BioScience Company on November 2001)
* Reported directly to PerkinElmer Senior Vice President – Integration and Senior Vice President – Finance
* Responsible for overseeing all integration teams, worldwide (approximately 30 teams), as it relates to finance, accounting, treasury, income taxes and other financial ramifications of the merger
* Prepared periodic reports to senior management of PerkinElmer, Inc. regarding the status of the integration, issues and synergies

**PACKARD BIOSCIENCE COMPANY,** Meriden, CT **1997 - 2001**

*$200M NASDAQ listed manufacturer of life sciences instrumentation.*

**Vice President and Corporate Controller**

* Directed all financial operations including corporate accounting, treasury and tax compliance for multinational SEC registrant
* Integrally involved in the company’s successful initial public offering in April 2000 including all working group sessions, drafting of Form S-1 registration statement, valuation and strategy sessions
* Actively involved in all aspects of five acquisitions, both stock and net asset purchases, including valuation, due diligence, financial and personnel integration
* Actively involved in the sale of a major division of Packard BioScience Company (Canberra division) including all financial and purchaser due diligence
* Established public reporting process and compliance program, responsible for all periodic and other SEC filings
* Managed $115 million term and revolving credit facility and related compliance
* Domestic and overseas cash management including foreign currency hedging
* All internal and external (SEC registrant) financial reporting
* Worldwide consolidation
* Coordinated all banking relations and negotiations
* Management of worldwide leveraged position
* Managed insurance and currency risk programs
* Asset management
* Income taxes
* Budgeting and forecasting
* Employee benefits administration and oversight

**ARTHUR ANDERSEN LLP,** Hartford, CT  **1983 - 1997**

**Senior Manager**

* Managed and supervised large, publicly traded clients including Fortune 500
* Developed excellent rapport with clients across multiple industries specializing in healthcare (acute care and long-term care), manufacturing/distribution and utilities

# EDUCATION

B.S. in Accounting, University of Rhode Island, Kingston, RI

# CERTIFICATIONS / AFFILIATIONS

Certified Public Accountant, State of Connecticut

Member of American Institute of Certified Public Accountants

Member of the Connecticut Society of Certified Public Accountants