## JEFF MILAM

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**Accomplished finance leader and former Big 4 professional** with progressive experience leading high performance finance teams in professional services and industry. A highly motivated, hands-on leader with core strengths in valuation, strategy, mergers and acquisitions, and financial management across a wide range of industries. Skilled at leading large-scale projects and partnering cross-functionally and with C-Suite level to drive growth and consistently achieve impactful results beyond expectations. Presently responsible for a $25 billion business unit within a Fortune 15 company.

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| * Mergers & Acquisitions | * Valuation of Businesses & Business Interests |
| * Business Strategy & Development | * Process Improvement & Change Management |
| * Financial Modeling & Statistical Analysis | * Contract Negotiation & Risk Management |
| * Pricing Analytics & Deal Development | * Project Valuation & Planning |
| * Business Development | * Budgeting & Forecasting |

## PROFESSIONAL EXPERIENCE

**MCKESSON CORPORATION,** San Francisco, California **2010-Present**

**Director of Finance, Pharmaceutical Division,** Memphis, Tennessee

Responsible for the financial functions of a $25 billion business unit, which distributes pharmaceuticals from over 100 manufacturers to external retail accounts and internal distribution centers across the U.S. Lead budgeting and forecasting, strategic initiatives, pricing, contracts, capital planning, financial reporting and analysis, project valuation, deal review and approval, tax management, and monthly financial close. Manage two direct reports and six indirect reports.

* Partner with business unit and division leadership to define and implement the business unit’s strategic vision.
* Perform financial modeling and forecasting in connection with brand and generic products, such as pricing and volume trends, brand-to-generic conversions, long range pipelines, and cost to serve by supplier.
* Develop and approve fee-paying pharmaceutical supplier contracts and provide quarterly EBIT analysis by supplier.
* Direct the annual business plan process and approve final business plan. Present the business plan and mid-year review to corporate executive team. During tenure, sales have averaged 7% growth per year, fee income has averaged 15% growth per year, and EBIT has averaged 11% growth per year.
* Lead the financial planning for the transition to a new $130 million national distribution hub, which includes conversion to new reporting tools, development of new reporting measures, contracts and pricing, licensing, taxes, and partnering with state development authority to ensure incentive package. Redesigned comprehensive financial model to drive greater insight into strategic decisions and the original business case.
* Developed a process to improve strategic decision-making in connection with inventory and its impact on the supply chain. Presently partnering with corporate leadership to implement the new process division-wide.
* Review monthly results with business unit and corporate leadership, including sales, sell margin, fee income, expenses, and balance sheet components. Partner with Six Sigma to drive leverage through operational initiatives.

**BROWN SMITH WALLACE,** St. Louis, Missouri **2007-2010**

**Director, Financial Advisory Services**

Responsible for project leadership, staff and business development, and technical leadership for consulting practice specializing in valuation, strategic, operational, transaction, and litigation services. Led teams in financial analysis and modeling, forecasting, valuation, industry research, development of deliverables, and deal structuring. Managed four staff and led numerous cross-functional teams.

* Member of firm’s executive sales team, focusing on strategic planning and firm initiatives.
* Presented technical topics to executive teams and attorneys.
* Created a comprehensive financial model to replace subscription software; resulting in substantial annual cost savings.
* Sample Assignments:
  + Managed the purchase accounting in connection with various acquisitions.
  + Partnered with executive teams and managed due diligence process for the buyouts of two private companies. Projects included deal pricing and structure, negotiations, valuation, and cash flow forecasting.
  + Partnered with major health care company to value 20 care facilities in six states.
  + Led the valuation of multiple divisions of a Fortune 500 company in the pharmacy benefit management industry.
  + Developed a complex financial model to trace thousands of product units through the manufacturing process in connection with the recall of a well-known healthcare product.
  + Led cross-functional team in the investigation of a national tax product. Developed a model to analyze 13 million customer records, researched and analyzed demographics and customer buying patterns, and product gross margin.
  + Led the valuation of a real estate investment company holding 40 properties in 17 states.

**HUBER, RING, HELM & CO,** St. Louis, Missouri **2005-2007****Manager, Valuation and Business Consulting Practice**

Responsible for project management, business development, and client relationship management for a consulting practice providing valuation and transactional services. Led project teams and partnered with client executive teams and legal counsel.

* Completely redesigned all of the consulting practice’s financial models and project deliverables.
* Sample Assignments:
  + Partnered with client executive team and developed comprehensive cash flow forecast and valuation for a high-growth, early stage company.
  + Managed the due diligence process for the sale of retail business. Performed cash flow forecasting, research, valuation, pricing and deal structure, and buyer identification.
  + Valued the operations of a large distributor of health care products and solutions to care providers.

**DELOITTE & TOUCHE,** St. Louis, Missouri **1999-2005**

**Manager, Financial Advisory Consulting Practice** 2003-2005

Responsible for project management, technical leadership, staff development, and marketing for a consulting practice specializing in transactional, operational, strategic, and valuation services for private and public companies. Managed six staff and led numerous cross-functional project teams.

* Received Performance Recognition Awards in 2003 and 2004.
* Conducted presentations focused on technical topics to executive teams and attorneys.
* Sample Assignments:
  + Led the valuations associated with acquisitions of biotechnology companies by a Fortune 500 life sciences company. Valued the acquired pharmaceutical products in various phases of the clinical trial process, which included due diligence, market analysis, financial modeling, and forecasting. Developed scenarios based on the timing and probability of advancement to the next trial phase(s), followed by possible FDA approval and launch.
  + Managed the purchase accounting in connection with acquisitions made by multiple Fortune 500 companies. Teams included Deloitte professionals, client executive teams, and the companies’ external audit firms.
  + Led teams in the valuation of two of the largest private companies in the U.S., which included numerous operating businesses, financial and trading entities, and preferred stock. Managed Deloitte team and partnered with client executive teams and business unit leadership.
  + Managed the strategic evaluation of the international operations of a Fortune 100 global technology company.
  + Led the ongoing valuations and goodwill impairment testing for business units of a Fortune 500 healthcare company.

**Senior Consultant, Management Consulting Services** 2000-2003

Consulting practice specializing in operational, strategic, financial, and IT consulting services for public and private companies. Responsible for leading staff, project management, and marketing.

* Sample Assignments:
  + Led team in the evaluation and implementation of a budget model for the 200+ locations of a national transportation company. Identified flaws in original budget model and facilitated improvements. Partnered cross-functionally with Deloitte professionals, the client executive team, and various other professionals from the client company.
  + Developed an integrated cash flow model for the strategic evaluation of a business unit of a Fortune 500 company.

**Consultant, Management Consulting Services**  1999-2000

Consulting practice specializing in operational, strategic, financial, and IT consulting services.

* Performed financial modeling and analysis, discounted cash flow and valuation analysis, reporting writing, and research.

**ARTHUR ANDERSEN,** St. Louis, Missouri **Summer 1998**

**Intern, Economic and Financial Consulting Practice**

## EDUCATION

**UNIVERSITY OF MISSOURI-COLUMBIA**, Columbia, Missouri **December 1998**

B.S.B.A. in Finance and Banking

Summa cum Laude / High Honors,4.0 G.P.A.

## PROFESSIONAL AFFILIATIONS

* Passed Level I of Chartered Financial Analyst ™ (CFA) designation
* Accredited Senior Appraiser (ASA) in Business Valuation, American Society of Appraisers