

Sandra A. Dahlerup

CBF

Professional Profile:

Sandy Dahlerup has held a variety of management positions throughout her over 20 year career and she brings a unique skill to the firm. As a credentialed credit executive, she has held positions of Corporate Credit Manager, Inside Sales Supervisor, Corporate Quality Assurance Manager and Director of Information Technology. Her experience in research, data management, decision making and problem solving positions her to successfully manage the firm's communication with the client's suppliers and creditors.

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Curriculum Vitae:

PROFESSIONAL EXPERIENCE

Credit Management:

With over 20 years in commercial credit management, Sandy has developed expertise in financial analysis, cash management and successful collection techniques. Her dedication to identifying best practices, and to maximizing the use of software and system controls allowed her to consistently achieve revenue growth while maintaining cash flow and minimize bad debt losses.

As Corporate Credit Manager for Meier Metal Servicenters, she managed a portfolio of receivables in excess of 60M. She and her staff were successful in minimizing A/R write offs and reducing bad debt reserve requirements through the vigorous management of customer deductions and dispute resolution.

Her knowledge of the workings of the U.S. Bankruptcy Court, and past participation on creditors committees has provided her with an essential understanding of both the rights and expectations of creditors.

Quality Assurance:

While Corporate Quality Assurance Manager, Sandy successfully developed and implemented a corporate wide Quality Assurance program which qualified for both ISO 9000, and QS9000 certification. She has authored a large collection of work including instructions, policies and procedures, and is very familiar with assessing and flowcharting optimal work processes. Her skills in this field include the development of teams, and in training departments in both quality techniques and measurement tools.

Information Technology:

In her role as Director of Information Technology, Sandy was responsible for spearheading the evaluation and purchase of both system hardware and software for six operating units of a metal processing-distribution corporation. As project manager, she supervised the full installation and roll out of a new system which covered all aspects of sales, processing, transportation, and financial management. Following the acquisition of Meier Metal Servicenters by Metals USA, Sandy was recruited to train and support branches of the new parent corporation as they implemented the system nationwide.

Professional Designations:

CBF, Credit Business Fellow

Certifications:

Professional Trainer – Stelplan Software Co.

Published Articles:

Business Credit Magazine
Credit and Collection Bulletin