

CFO AWARDS

WINNER: LESS THAN \$100 MILLION

MARY B. USATEGUI

Executive VP and CFO,
Professional Bank

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Birthplace: Miami

Education: M.Acc., University of Miami;
M.S., finance, B.B.A., Florida International
University

Career: Progressive roles from teller to
senior financial office, Coconut Grove Bank

When did you know you wanted to be a numbers gal? I've been good with numbers since I was a little girl. When I graduated high school, I decided to pursue a path that involved math; granted, I switched majors three times. But all three majors had numbers surrounding the curriculum: economics, accounting and then finance.

Professionally, what keeps you up nights? Lately, the macroeconomic environment is

PERSONAL NOTE

I sang in Broadway musicals when I was in elementary school.

what has me on my toes. Every day it seems there's a new story that has a huge impact on our institution, such as falling interest rates, inverted yield curve and regulatory reform.

If you were to start a second career, what would it be? I think I would've been a sports agent. I absolutely love sports, especially football, and am very good at negotiating contracts while getting the most bang for your buck.

What have you learned from your mentors? Listen to the people who surround you because it is the employees who make any business successful. I show my peers that creating a culture that thrives on bringing the best out of people will create employees who are engaged and committed to the organization and ultimately lead to superior results. It seems to be working, too. For the last three years, Professional Bank was nominated as one of the *Business Journal's* Best Places to Work, all while achieving significant asset growth, year-over-year.



FINALISTS

STEPHANIE BROCK

CFO, ERP Maestro

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Birthplace: Garden City, Michigan

Education: B.S., accounting, Oakland
University

Career: CFO, Exterior Solutions Plus;
CFO, Netfactor Corp.; controller, Aegis
Analytical Corp.; director of finance
and administration, HiveLive; director,
accounting and corporate secretary,
Nextaction; CFO, Orchard Construction

When did you know you wanted to be a numbers gal? I took an accounting class in high school and loved it. I was at the top of my class and helping other students understand the basics. This is when I knew I was good at accounting and wanting to make it my career. My dad thought I would be a great engineer. I have that kind of mind, like my dad and several of my brothers, who are all engineers.

Professionally, what keeps you up nights? What doesn't? Not only am I the CFO, but I also handle HR. What keeps me up at night is how to keep the team interested and motivated so we do not lose any key individuals. What doesn't keep me up at night is if my team can do their job without me micromanaging them.

If you were to start a second career, what would it be? I have always wanted to help small startup businesses set up



PERSONAL NOTE

I weave baskets.

their books and processes. I have gone into many businesses where the books are all messed up because they have no clue how to set them up.

What have you learned from your mentor? My mentor is a smart financial wizard. He has started many companies and his employees stick with him. He taught me that employees are your most valuable asset, so treat them right or your company will not succeed.

Professionally speaking, what's next for you? A remote position, so I can live anywhere I want and still work.

RAMNIK SONI

CFO and COO, Alaris Aerospace

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Birthplace: India

Education: Bachelor's degree, electrical
engineering, National Institute of
Technology, India; MBA, The Wharton
School, University of Pennsylvania

Career: Engagement manager, Booz &
Co.; country manager, Schlumberger
Limited

When did you know you wanted to be a numbers guy? As a line manager in a large corporation, I was always very interested in finance and accounting, which led to a finance MBA, followed by a stint in management consulting with a finance and operations focus.

Professionally, what keeps you up nights? Growing at 30% annually 10 years in a row keeps you on your toes with cash flow planning.

If you were to start a second career, what would it be? Teaching and setting up an education-based business.

What have you learned from your mentors? Listening to people for a couple of hours will teach you much more than doing several hours of research; the solutions to an organization's issues resides in the head of the employees.



PERSONAL NOTE

I am passionate about chess and am training my 7-year-old daughter to be the next grandmaster.

Professionally speaking, what's next for you? Continue to support and drive Alaris' growth, and set the company up for a successful exit.

What's a philosophy that guides you in business? Think big and long term; set specific short-term goals; take baby steps daily.