

Work&Partners Retained by Toppan Merrill for CFO Search



May 28, 2021 – New York-based [Work&Partners LLC](#) has been retained to recruit a chief financial officer for Toppan Merrill. Founder and president Alan Work is leading the assignment.

“We are seeking a dynamic financial leader with successful experience at the intersection of digital content, SaaS and fintech that can drive growth and transformation across their business platforms,” said Mr. Work. “This person will be a key part of the executive leadership team and will

report directly to the president and work closely with the board of directors.”

The CFO will join the company’s executive leadership team in a high-impact and strategic role reporting to the business unit president. He or she will be responsible for the direction and management of its client’s financial strategies and activities across a multi-national business and will be instrumental in driving transformation and simplification of the business.



Executive Recruiters & Talent Leaders

Reveal Market Forecast

The pandemic caused an unprecedented disruption to executive search activity in 2020. Executive recruiters spent the better part of last year resetting expectations in the midst of an unprecedented interruption to their business. But according to recruiting industry leaders interviewed for this report, the search business is turning a significant corner.

We take a critical look back, examine search firm performance, and uncover fresh market opportunities. Leading executive recruiters offer up their viewpoints, and forecasts, for 2021. The good news: optimism reigns. And that means we could be in for one of the biggest growth spurts the executive search sector has enjoyed in years. Here’s our latest thinking. A special thanks to our co-sponsor: [N2Growth!](#) [Buy your copy today!](#)

According to Work&Partners, the role is central to strategic business planning and is a key contributor to provide financial insights to aid in business decisions. This position will provide the organization with useful financial measures, defined critical outcomes, operational analytics, and budgeting and expense control, while driving a culture of accountability, simplification, standardization and transformation into an innovative growth-oriented company.

The search firm is looking for candidates with a minimum of 15-plus years' experience in roles with significant financial leadership responsibility. They should have a proven track record as a CFO of a global operation and a background in B2B, SaaS, cloud-based solutions with prior experience in financial, legal, printing or software technology company experience.

Demonstrated Critical Competencies

- Change agent and thought leader – must have a strong track record of being a trusted business partner to the president and executive leadership team of a company.
- Communication – must be able to communicate to a wide range of individuals and ensure full comprehension of the topic, risk or liability level.
- Build collaborative relationships – must be able to, and have a track record of success, build, develop, maintain, and strengthen partnerships with others inside and outside the organization.

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- Analytical thinking – the ability to tackle problems by using logical, systematic and sequential approach.
- Forward thinking – the ability to anticipate the implications and consequences of situation and take appropriate action and prepare for possible contingencies.
- Decisiveness – the ability to make quality decisions based on data, analysis, experience and expertise.
- Dynamic leadership – the ability to provide leadership and direction to a highly skilled and talented finance team.

Toppan Merrill, a provider of financial printing and communication solutions, is part of the Toppan Printing Co., a global printing group, headquartered in Tokyo with about \$14 billion in annual sales in the U.S. Toppan Merrill has been a partner to the financial, legal and corporate communities for five decades, providing secure, innovative solutions to complex content and communications requirements.

Veteran Search Firm

Work&Partners is a retained executive search firm that recruits senior-level executives for top management and technology consulting organizations, high-tech firms and corporations on a global basis. The firm combines this core competency with a strong focus on M&A due diligence, TAS and corporate

finance consulting environments. Its team of retained search consultants, researchers and support personnel that have built a network of global contacts in the financial services and Fortune 500 arena.

Mr. Work founded Work&Partners in 2002. In focusing on the development of C-level teams, Mr. Work has filled roles at the managing director, partner, vice president and president levels. His expertise spans a range of industries and includes knowledge of the management consulting, technology consulting, financial services and telecommunications sectors. He has placed candidates in the Big Four accounting firms, both public and private companies, professional services organizations, and venture-backed entities. Cognizant, FTI Consulting, Be Informed, Deloitte Consulting, eBay/PayPal, Capgemini, LiquidHub and Electronic Ink are among the clients Mr. Work has worked with since the firm's inception.

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