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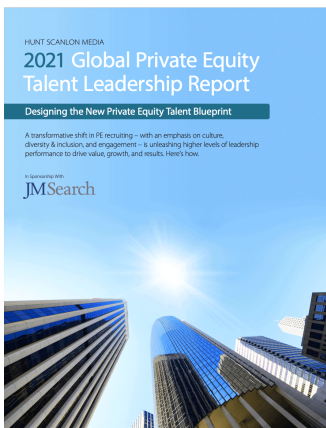
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Work&Partners Recruits CFO for Toppan Merrill



September 9, 2021 – Chief financial officers continue to be in high demand. Finding them is keeping many of the nation's top recruitment operations busier than ever.

New York-based [Work&Partners](#) recently placed Cindy Sattler as the new CFO of Toppan Merrill, a provider of financial printing and communication solutions. Founder and president Alan Work led the assignment. Ms. Sattler was

formerly the secretary and CFO of Archway Marketing Services. Prior to that, she was secretary, chief operations officer and CFO of Lawrence Merchandising Services. During her tenure there, Ms. Sattler also served as CEO and board member. Before that, Ms. Sattler was senior vice president, chief administrative officer and principal financial officer for HomeServices of America. Earlier in her career there, she also served as VP, corporate controller.

As CFO, Ms. Sattler will join Toppan Merrill's executive leadership team in a high-impact and strategic role reporting to the business unit president. 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.

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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.

[Work&Partner](#) has also been enlisted to recruit a chief product officer for Toppan Merrill. The individual will be a member of the company's executive leadership team and

will report to the president. “The CPO is accountable for creating an end-to-end product experience and defining the product strategy,” said Work&Partners. “In this role, the CPO will reimagine the approach to product development and establish a customer-driven and product-led mindset that is focused on enhancing the customer experience and driving value to the organization.” The CPO will be expected to engage directly with external and internal customers, creating a presence within the industries for which Toppan Merrill serves and discovering new or adjacent industries. This includes defining processes, tracking and evaluating industry trends, creating competitive offerings, driving product planning and development priorities, developing and retaining documentation, participating in customer beta testing and launch activities.

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.

FINANCIAL SERVICES RECRUITING SPECIAL ISSUE

Last Story: [Crisis Management: CFOs Confront New Layers of Risk in Pandemic Era](#)

Ranking: [Hunt Scanlon Financial Services Top 100](#)

Spotlight: [A Rapid and Dramatic Change Comes to the CFO's](#)

Crisis Management: CFOs Confront New Layers of Risk in Pandemic Era

CFO's ability to be a real partner to the CEO and to manage an HR function that is facing dramatic changes in recruitment, retention, performance evaluation, training and support in a highly virtual environment.

Ron Hansen, managing director and a specialist within ESR's PE-backed CFO-recruiting portfolio, said that the current pandemic model of a CFO has moved from the emergency activities of creating liquidity and conserving cash. "CFOs are being asked to create new analysis and key performance indicators to understand trends and unlock opportunities in the business," he said. "The FRBA segment of the CFOs role is being thrust to the forefront and these skills are in increasing demand from the CFO's chair and down through the team."

"CFOs aren't just the great technicians," Hansen for instance. "They have to know how to pass along their knowledge and strategy their clients. The role is migrating from a functional specialty to a broader training ground for general management."

CFO PULSE SURVEY

What is your company's current level of concern related to COVID-19?

- 54% CFOs report a current level of concern related to COVID-19
- 54% CFOs report a heightened level of concern related to COVID-19
- 12% CFOs report a decreased level of concern related to COVID-19

Heightened Level of Concern

"In addition to new challenges and opportunities placed on CFOs, brought on by the current climate our firm's experience in the financial services sector and other industry verticals that we serve points to a heightened level of CFO involvement in business transformation initiatives," said Jeff Lawson, chief sourcing officer at *WorkForce Builder*. "In particular, clients in a number of the sectors we serve are currently engaged in, or evaluating upon, multi-year transformation programs in response to digitization." As a result he notes, CFOs are increasingly expected to play a leadership role in digital transformation, both in their specific functional area as well as more broadly in their role as strategic contributors corporate-wide.

Executive Search Review Special Issue: Financial Services Recruiting

Hunt Scanlon Media has just released our latest special issue of ESR. This time around we take an in-depth look at the challenges financial services firms are facing in their hunt for new talent.

We cover it all: How CFOs are confronting new layers of risk in the pandemic era; the rapid and dramatic change coming at the CFO; using people analytics to acquire top talent, predict performance & reduce turnover; and why banks are turning to search firms. We even provide our latest "Financial Fifty Recruiters" ranking of financial services search firms! In this special issue of ESR, Hunt Scanlon editors take an extraordinary inside look at recruiting during these unprecedented times. [Click here](#) and enjoy.

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.

Related: [Crisis Management: CFOs Confront New Layers of Risk in Pandemic Era](#)

Contributed by Scott A. Scanlon, Editor-in-Chief; Dale M. Zupsansky, Managing Editor; and Stephen Sawicki, Managing Editor – Hunt Scanlon Media

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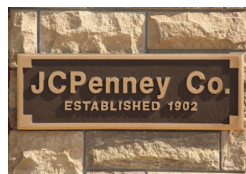
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