



About Me: 15+ years driving critical decision-making through financial and commercial analytics in a variety of contexts, including:

- CFO of an emerging pre-clinical accelerator start-up
- Founder/head of a Decision Science practice at a top 20 global pharma
- Global forecasting & market analytics lead for a \$1B+ drug franchise
- Turnaround management consultant for distressed PE owned businesses
- Financial evaluation for corporate development at a top 5 global pharma
- Lead software developer at a K-12 education start-up

A unique combination of experience in large company, consulting, and financially dynamic start-up and turnaround environments

Get the financial insight and advice you need to make your business live and grow

Contact Me:

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STRATEGIC FINANCE AND DECISION SUPPORT FOR START-UPS

Flexible, scalable, actionable analysis to help bridge to your first full-time CFO



FINANCIAL PROJECTIONS

Explain the economics of your business to investors:

- Highlight key financial drivers - revenue growth, cost of sales, unit economics, capital plan
- Project cash flow break-even
- Sensitivity/scenario analysis to explore various outcomes



OPERATING PLANS

Guide and measure business performance:

- Incorporate key P&L, BS, and CFS expectations
- Understand profitability, working capital needs, and liquidity
- Define KPIs and measure performance vs. defined goals.



CASH MANAGEMENT

Manage near-term liquidity using quarterly cash flow forecasts:

- Understand sources/uses of cash and your cash cycle
- Effectively manage AR, AP, inventory, and borrowing
- Cash flow is what kills companies; don't let that be you.



VALUATION & DEAL ECONOMICS

Know what your deal is worth and what you're getting:

- Value and understand complex transactions and decisions
- Look at multiple metrics - NPV, IRR, break-even, cash flow
- Use scenarios, decision trees, Monte Carlo when appropriate



FORECASTING & ANALYTICS

Understand your market from the bottom-up with data-driven models:

- Capture key assumptions about segments and penetration
- Integrate with historical and real-time market data
- Apply sales pipeline models and cost of sales assumptions