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Janice M. O'Reilly is a communicative and collaborative Senior Executive with an entrepreneurial approach and extensive global operating experience. As a recent public company CFO, she is a financial expert with over 30 years of experience in the software, technical services, digital media, and professional services industries with expertise in corporate finance. Janice has a demonstrated ability to achieve corporate goals, both through internal strategies such as employee recruitment, restructuring, and process improvement as well as through areas of international expansion, foreign subsidiary establishment, growth strategy, IPO, secondary offerings, M&A, joint ventures, capital raising and investor relationships. Her areas of expertise include internal controls, SOX, GAAP, audits, equity, SEC filings, due diligence, corporate governance, strategic planning, regulatory compliance, compensation, and revenue recognition.

Janice possesses an understanding of scaling business models from early stage to the quarterly cadence of a public company, enabling her to grow companies from startups to publicly-traded entities. Additionally, she has significant experience with corporate governance as the participant, provider and presenter of materials to Board of Directors meetings and related committee meetings, including Audit, Compensation, and Nominating & Governance. As an Angel Investor, Janice is able to add a unique perspective to business dealings.

Taking the expertise acquired in her time as President, CFO, Angel Investor, Board Member and Consultant, Janice launched Chief Advisory Services, LLC in early 2017, providing strategic and financial services to technology and professional services companies. Before founding her company, Janice held the position of Chief Financial Officer & Treasurer with TechTarget Inc ("TTGT" on NASDAQ) in Newton, MA, from 2011 to 2016. Janice's responsibilities included accounting, treasury, compliance, SOX, and investor relationship management for this publicly-traded global digital media company with offices in the UK, Germany, France, Singapore, China, and Australia. A major project was the complete restructuring of the finance and accounting departments, including personnel replacement, implementation of internal controls, process improvements, and elimination of an existing SOX material weakness in revenue. She has overcome equity challenges including VC overhang, low liquidity, and deflated stock price, leading the company through a secondary offering and presenting at roadshows and investor conferences. As a result of these efforts, volume has increased by 150%, and stock price has increased by 25% since her commencement with the company.

Before joining TechTarget Inc, Janice was a Partner with TechCXO LLC, in Cambridge, MA from 2009 to 2011. During her tenure, she provided C-level strategic and financial consulting services to technology companies, including pre-IPO. Such services included guiding and executing many equity transactions, implementing operational growth strategies, and interim financial leadership for companies in transition. She led relationships with investors, banks, external auditors, PR firms, attorneys, Advisory Committees and Boards of Directors to strengthen the company's professional network.

Prior to joining TechCXO LLC, Janice served as Director, Emerging Business Practice with Accounting Management Solutions from 2006 to 2009. Janice managed consultant development, brand awareness and visibility, M&A, and business development, growing the business by 300%. She developed and introduced an internal professional development program to train and mentor personnel and create a positive employee culture.

From 2001 to 2006 Janice acted as an Independent Consultant, building clientele through referrals from venture capital, Big 4 accounting firms, attorneys, and investors. Known as a troubleshooter, she worked with clients within the technology, multimedia, software, and venture capital industries to provide management consulting services. Janice served as Interim CFO for the \$400 million subsidiary of a publicly-traded organization, leading to a multi-year engagement to complete an infrastructure improvement project.

As President of GWA Information Systems Inc., a portfolio company of The Harder Group, in Concord, MA from 1998 to 2001, Janice steered the company through an acquisition by and an integration with a German company, overseeing the consolidation of all operational and financial functions. She established or improved many areas, including sales, telesales, customer service and product development. She was an active participant to the Board of Directors and led the governance activities of the Company.

Between 1993 and 1998 Janice was tenured as Chief Financial Officer with The Harder Group in Waltham, MA. During this period, she consulted as a troubleshooter to portfolio companies and was actively involved in IPOs and acquisitions. As Treasurer with American Student Assistance from 1990 to 1993, Janice was responsible for tax, treasury, budget, planning, reporting, and forecasting activity. From 1985 to 1990 she was employed as Audit Manager for Deloitte and was selected as a participant in an exchange program in London, where she worked in issue resolution for clients in France, Germany, Italy, and the Netherlands. Janice began her career with RCA from 1984 to 1985, in the position of Corporate Staff Auditor working onsite with companies in Mexico, Taiwan, and the US to address operational inefficiencies.

Janice held the seats of Treasurer and Board Member with the Belmont Media Center, an entity she helped to establish. Janice was integrally involved in the development of infrastructure, Executive Director selection, and strategic planning for the organization. Janice is past Treasurer and Member of the Board of Directors of GWA Information Systems. Janice is a member of High Tech Financial Executives Network, Financial Executives International, American College of Corporate Directors, National Association of Corporate Directors, American Institute of Certified Public Accountants, Bentley Executive Club, Massachusetts Society of Certified Public Accountants, and the CFO Leadership Council. She currently serves on the boards of TechTarget Ptd Ltd in Singapore and TechTarget in Hong Kong, subsidiaries of TechTarget, Inc.

A confident public speaker, Janice served as a Panelist on the MIT Chief Financial Officer Forum which was attended by more than 600 CFOs from across the country, and she has spoken on the topics of Soft Skills, Conflict Resolution, Communication, and Recruitment & Retention at industry events.

Janice graduated from Bentley University with a BS in Accounting. She is a Certified Public Accountant and a Chartered Global Management Accountant.