



**Building Powerful Relationships**

# Susan Steffan



Susan Steffan is currently the Chair of the Business Department of Medaille College. She has been teaching adult learners for over two decades, in courses including managerial accounting, finance, negotiations and business planning. She holds an M.B.A. with a concentration in Corporate Finance from SUNY/Buffalo. She also has over 20 years of business experience, working for companies such as General Motors and Hearst Publishing. Susan has experience in capital budgeting, international finance, purchasing, sales, marketing, operations and business planning. She has a proven ability to combine academic concepts and real-world experience to help professionals enhance their own skills and their company's success. Through her consulting firm of Steffan Solutions, LLC, Susan is a regular speaker for both the Entrepreneurial Assistance Program and the Center for Entrepreneurial Leadership, and provides on-site workshops for private companies and professional associations. She also works extensively with local businesses developing business plans for start-ups, expansions, and turnaround situations.