



## **Position Description: Chief Financial Officer (CFO)**

Our client is the best-in-class partner for complex, secure communications. A company that is trusted, responsive, expert and human, our client delivers premier technology-driven solutions to more efficiently and accurately communicate mission critical content. Built on what today's business demands and tomorrow's business requires, our client provides a responsive partnership, rooted in deep market expertise, modern agile solutions built around business needs, and a commitment to forward-thinking technology that ensures speed, precision, and accuracy.

Our client is seeking a Chief Financial Officer to join the company's executive leadership team in a high-impact and strategic role reporting to the business unit President.

### **SUMMARY OF THE POSITION:**

The Chief Financial Officer (CFO) will be responsible for the direction and management of our client's financial strategies and activities across a multi-national business and will be instrumental in driving transformation and simplification of the business. This position reports to the President and will work closely with all members of executive management; the parent company (located in Singapore); and the Board of Directors. This position is essential to adding value in the company's management and operation of the business.

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 CFO is viewed as a trusted business advisor to the Company and demands an effective, knowledgeable and credible communication style and approach with the ability to serve a broad audience including management, employees, investors, financial analysts, shareholders and clients.

The CFO is responsible for directing the fiscal functions of the corporation in accordance with generally accepted accounting principles, international financial reporting standards, and other regulatory and advisory organizations and in accordance with financial management techniques and practices appropriate within the industry.

The CFO is accountable for the financial, and risk management operations of the company, to include the development of a financial and operational strategy, metrics tied to that strategy, and the ongoing development and monitoring of control systems designed to preserve company assets and report accurate financial results.

Successful candidates will have a strong financial management background in a global environment. Proven enterprise services simplification strategies, demonstrated cost reduction impact, and investments strategies to support growth are crucial for success in this role. Preferred candidates will have experience in operating in a SaaS and service business, possess detailed operating knowledge of the business model and bring a passion to drive significant change and execute transformation initiatives. Strong integrity, high enthusiasm, and seasoned financial background are required in a global thinker who will communicate, push and support innovative strategies, establish and measure financial performance and execute best practice finance functions.

## **ROLE:**

Experienced financial and business executive with active involvement in the development and execution of the company's global and financial strategies. This position will:

- report directly to the President
- will work closely with the Executive Leadership Team as well as the CEO of the parent company and the Board of Directors
- hold functional responsibility leading all financial, accounting, treasury & risk management, taxation and reporting resources for the North American (US & Canada), EMEA (United Kingdom and Germany), and India
- work closely and have significant interactions across all functional areas of the company including IT, HR, Legal, Sales, and Operations

## **RESPONSIBILITIES:**

- Financial oversight of and responsibility for \$350 million in revenue with operations in 5 countries
- Active involvement with the Executive Leadership Team in strategy development and execution of growth agenda to increase revenue and operating income
- Ensure corporate governance procedures for Board requirements in compliance with IFRS and/or state compliance requirements
- Oversight of financial accounting and reporting activities as well as treasury management including forecasting, costing, financial analysis, cash & debt management, interactions with banking relationships
- Coordination of tax function including compliance, tax planning, and risk management
- Business partner with the operating team for analysis of capital projects, acquisitions and/or other key business relationships
- Direct responsibility for financial functions for North America (US & Canada) EMEA (Germany, & the UK), and India
- Strong working knowledge of the software, technology, printing, financial, legal and/or other professional services industries as well as key technologies and applications
- Leadership experience in driving transformative process improvements within a finance function
- Strong B2B services orientation and comfort with SaaS and cloud-based solutions



## **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
- 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

## **REQUIREMENTS:**

- Minimum of 15+ years' experience in roles with significant financial leadership responsibility
- Proven track record as a CFO of a global operation
- Preference for B2B, SaaS, Cloud-Based solutions with prior experience in financial, legal, printing or software technology company experience
- Willing to travel as needed

- Ability to work in a collaborative team environment

**PHYSICAL REQUIREMENTS:**

- Repetitive Motion: Substantial movement/motion of the wrists, hands, and/or fingers
- Sitting: The body is supported by buttocks and back and, employee needs to remain seated for extended periods of time
- Walking: Moving about on foot to travel and accomplish tasks, including long distances or site to site
- Vision: Visual acuity is required to view a computer terminal
- Cognitive Functioning: The ability to function cognitively is required

Our client is an equal opportunity/affirmative action employer. Qualified individuals, including qualified women, minorities, individuals with disabilities and veterans, are encouraged to apply.

If you need a reasonable accommodation at any time during the application process due to a disability, please contact Work&Partners directly.