



CHIEF FINANCIAL OFFICER

Client Information

Our client is an internationally recognized for-profit corporation, committed to being the leader in providing innovative fundraising solutions and services that help schools, children and communities.

This position is located in attractive, quality-of-life Westchester County, New York location.

The company manifest is committed to positive social change by donating a portion of its profits and offering support to national not-for-profit organizations.

This position will provide a six figure base salary, complemented by Management Incentive, predicated on both individual objectives and operating business results.

The Chief Financial Officer will report to the President & CEO.

Position Dimension & Key Responsibilities

- Plan, develop, organize, implement, direct and evaluate the organization's fiscal function and performance
- Participate in the development of the corporation's plans and programs as a strategic partner
- Evaluate and advise on the impact of long range planning, and the introduction of new programs/strategies
- Develop credibility for the finance group by providing timely and accurate analysis of budgets, financial reports and financial trends in order to assist the CEO and the Board and other senior managers in performing their responsibilities
- Continually improve the budgeting process through education of department managers on financial issues impacting their budgets
- Provide strategic financial input and leadership on decision making issues affecting the organization and its employees; i.e. evaluation of key vendors, benefit packages, pension funds and investments
- Optimize the handling of bank relationships and initiate appropriate strategies to enhance the company's cash position
- Evaluate the finance division structure and team planning for continual improvement of the group as well as providing individuals with professional and personal growth opportunities (where possible)
- Be an advisor from the financial perspective on any contracts into which the Corporation may enter
- Create and maintain positive vendor relationships
- Arrange and manage fiscal audits, and maintain relations with outside audit/tax firm
- Attend quarterly Board Meetings and present essential financial information
- Special projects as directed by CEO and Board

Ideal Candidate Profile

- Energetic, forward-thinking and creative individual with high ethical standards and an appropriate professional image. A strategic visionary with sound technical and communication skills, analytical ability, good judgment, and strong operation focus
- A well organized and self-directed individual who works well independently and as part of a team
- Proficient knowledge in Great Plains, FRX, Microsoft Excel and Word
- Strong general ledger, accounts payable, accounts receivable, and banking knowledge
- Excellent managerial abilities

Other Attributes

- Genuine passion for the business mission/social responsibility
- Exceptional flexibility (i.e. the ability to change gears quickly and adapt to shifting priorities)
- Very detail-oriented
- Superior communications, influencing and interpersonal skills
- Excellent ability to build productive, trusted and successful relationships at all levels of the organization
- Individual must be a proven self-starter with a demonstrated ability to develop action plans based on high-level objectives and to balance deadlines for a broad variety of projects
- Demonstrated project management skills with action-orientation
- Individual must be able to be persistent in the face of barriers and setbacks, as well as be equally effective as either a team leader or a participant. Person must exhibit logical thought process and approach to problem identification, diagnosis and decision-making
- Continue to grow an organizational culture that links all functional disciplines and operating entities into a cohesive, synergistic operation where organization strengths and talents are aligned and focused toward creating world class, competitive marketing driven business
- Drive efforts to improve revenue and grow market share
- Proven ability to relate well to all areas of business environment
- Proven ability to function in environments with limited structure and resources. A high energy level, drive and passion for success
- Leadership coupled with superior people skills. A proven business builder. Must be able to establish trust levels and effective working relationships at all levels
- Professional manner and bearing, a polished communicator, ability to sell an idea orally, to present it succinctly in writing and to listen objectively

Education & Experience

- Bachelor's degree in Finance/Accounting
- CPA preferred
- 10+ years financial/management experience