



DIRECTOR OF FINANCE/ADMINISTRATION

Client Information

Our client is one of the leading full service lease providers of refrigerated trailers (including repair and maintenance services). The overall industry has been regaining momentum, and our client is well positioned in the marketplace for future growth. As one of the top three leasing companies in its niche market, it enjoys revenues in excess of \$60 million.

The organizational history is described as a "bottoms-up business", with revenues generated and customer relations established and nurtured at the branch level. Organizational assets are also managed at the branch operating level. The field organization is long serviced and committed. Morale is high and a key component for future competitive advantage.

This position is located in a quality-of-life suburb in Bergen County, New Jersey, and will provide a highly competitive salary package of base and incentive compensation, predicated on both individual accomplishment and business results.

Position Dimension & Key Responsibilities

Reporting to the President, the Director of Finance/Administration will be responsible for directing and managing all financial policies and procedures. In addition, this individual will also assist with other business-related matters (e.g. financing and general office management). This position requires a professional with deep knowledge of financial policies and procedures and the desire to be an active member of the senior management team.

- Oversee all financial functions including accounting, budgeting, credit, tax and treasury (staff of 5)
- Liaise with sales and field management (e.g. General Managers, etc.) to solve business issues or provide financial insight
- Manage relationship with third party vendors, including financial institutions, software vendors, consultants, etc.
- Provide leadership within the headquarters location for day-to-day decision making and issue resolution

Ideal Candidate Profile

- Experience managing finance functions including financial close and reporting cycles
- Familiarity with Lawson financial systems or other tier I or tier II integrated financial application
- Ability to communicate critical information to all levels of management, department

heads and regional directors

- Strong negotiation and management skills
- Strong written and verbal presentation skills
- Team orientation - "roll-up-the-sleeves" style
- Strong financial orientation
- Able to generate sustained enthusiasm
- Strong overall business acumen. Superior negotiating skills; non-threatening style
- Sound operational, technical and administrative ability with a keen sense to recruit, develop and motivate personnel
- A "charismatic leader" with ability to instill pride, passion and a winning attitude
- Must be viewed as a "knowledge source" on all financial issues
- A diplomat, persuasive style, "soft hands" with exceptional behavioral skills. Apolitical
- Self-directed with ability to champion a "get it done" philosophy

Education

- Bachelor's degree in Business Administration, Accounting or Finance
- MBA preferred
- 10+ years experience