

## POSITION GUIDE

### Financial Controller/VP

**CLIENT:** A highly profitable 50+/-mm three location division of a Fortune 500 company that manufactures scientific instruments and coatings sold to research organizations and OEM's worldwide.

**LOCATION:** Acton, MA

**REPORTING:** This Financial Controller (FC) reports to the President along with the heads of sales and marketing, manufacturing, and product segment managers. Reporting to the FC is a department of 7 including A/R, A/P, accounting, and IT.

**RESPONSIBILITY:** The Financial Controller is responsible for the development of financial strategies, and supporting controls, information systems, and metrics, designed to preserve company assets, reduce costs, and accurately report financial results. More specifically, the FC manages the full gamut of typical controllership responsibilities in a global business setting including consolidations, closings, reporting, forecasting, and information systems management. As importantly, the FC is expected to be an involved business partner with all functional groups with an emphasis on helping them with their operational strategies and problem issues and associated financial performance. And, the FC will be a key resource to the President in the development and execution of business strategies and plans and in dealing with the needs of the parent company. This role is very important to the parent company (especially in terms of revenue and operating profit projections), though the FC operates quite autonomously.

**REQUIREMENTS:** Prospective candidates should possess a minimum of a BS in Accounting/Finance, and preferably a graduate degree, and at least 5+ years management experience as a controller in a global manufacturing business. A strong understanding of accounting principles and practices is essential (GAAP) along with the ability to work hands-on with people from varied cultures. Epicor is the internal ERP system and Hyperion is used in parent company consolidations and reporting. The environment is fast paced and collegial and will appeal to proactive finance pros who enjoy a leadership role and in-depth business involvement, especially in developing strategies to evaluate and improve business performance. Candidates should possess a strong point of view and be willing to engage on issues of importance.

**COMPENSATION:** A cash base plus bonus package in the 170-240K range.

**CONTACT:** Please send resumes to [jandarcy@live.com](mailto:jandarcy@live.com). 508-385-2967.