

Position Specification

Manufacturing Company

Director of Financial Planning & Analysis (FP&A)

The Company

Our client is an industry leading manufacturer in the trailer industry. with eight manufacturing facilities strategically located across the United States. Their offerings focus on utility trailers and cargo trailers.

The Position

Location

Southeast United States

Travel

Travel to Corporate HQ and other plant locations estimated at 10-20%.

Reporting Relationship

The Director of FP&A will report directly to the Vice President of FP&A. The Director of FP&A will collaborate and closely work with the President, Vice President of Manufacturing, Operations, and Sales in preparing and designing reports to support the business.

Position Summary

The Director of Financial Planning & Analysis (FP&A) position is a key leader in the organizations where he/she is committed to build a best in class organization. He/she will be people focused; creating an environment of high standards where employees feel valued and can grow professionally. He/she will be a thought leader that will strengthen the finance and operations function by instilling best practices while improving processes.

This position will have high visibility to the leadership team on a regular basis. The Director of FP&A is the lead finance position, driving many financial decisions. This will include translating strategic ideas into working plans and financial planning framework, analyzing distribution operations from the past and addressing complexities that exist within the business today.

The successful candidate will have many high impact opportunities to demonstrate his/her capabilities which will provide multiple avenues for continued career growth. This is an excellent opportunity to springboard to a prestigious career as Chief Financial Officer or a similar role in the private equity space.

Specific Responsibilities

- Team player that establishes credibility throughout the organization serving as a business partner and finance lead. This includes working closely with sales, operations and distribution centers to standardize and develop the strategic financial process; plus, align both short and long term operational and financial strategies.
- Quantitative acumen and strategic mindset to monitor and analyze the company's performance and productivity. This includes interpreting both financial and operational data, drawing conclusions while providing a comprehensive analysis that includes financial modeling and insightful reporting. Must be able to define a problem, evaluate and provide possible solutions to the business.

- Advanced and detailed analytical and data mining skills to analyze and spot trends in the numbers and translate those into opportunities for improvements in the financial and operational performance. Must be able to back business case with facts and figures when challenged.
- Responsible for the finances of the organization including P&L analysis, budget and forecast process, and reporting and analytics package. This includes variance analysis, profitability analysis, volume/price/parts analysis, operational analysis, cost structure analysis, plant performance analysis, trends, intercompany and consolidated reporting.
- Excellent presentation and communications skills with the ability to present opportunities and challenges to senior leadership team and the private equity firm. This includes the ability to persuade and convince others with a data-backed approach that includes excellent materials to support a business case including spreadsheets, documents and PowerPoints.
- Persuasive ability and quick-witted with an unflappable work ethic to present financial and operations ideas across the organization that impacts business decisions with risk-return trade. Must be able to interact and negotiate with high profile audiences.

The Candidate

Education

Required to possess a Bachelor's degree preferably in Finance, Business and/or Management related discipline. A Master's degree in Finance, Accounting or Business discipline is a plus.

Professional Qualifications

- 7+ years of successful track record as financial leader in investment banking and capital markets environment.
- Successful track record of strategic thinking including researching market conditions and developments; plus, strong financial modelling skills to support new business opportunity.
- Demonstrates self-confidence and the proven ability to make difficult decisions using numerical and analytical skills with the highest standard of accuracy and precision.
- Comprehensive understanding of accounting, capital markets, corporate finance, economics and financial modeling.
- Successful track record of managing multiple projects while working independently and prioritizing responsibilities with a sense of urgency.
- Proven track record of excellent teamwork and leadership skills demonstrating dedication and energy.
- Demonstrated a track record of success and accountability. Natural competitive desire to achieve results.
- Adept at building cross-functional collaboration and alignment while demonstrating superior communication and interpersonal skills to interact and negotiate across the organization and interface with senior leadership.
- Successful track record of entrepreneurial and creative skills in identifying business opportunities including building a business case from scratch.
- Advanced Microsoft Excel and PowerPoint skills, including developing and utilizing pivot tables. Technical knowledge of financial systems and intelligence tools.

Personal Characteristics

- Emotional horsepower and strong sense of direction in terms of goals and objectives.
- High level intellectual curiosity and stimulation to uncover new business opportunities.

- Advanced level of commercial awareness, outstanding quantitative, analytical and logical skills.
- Resourceful and meticulous working style with orientation towards details and end-results.
- Strong leadership potential and sophistication of judgement with an innovative thought process.
- Self-motivated and strong problem-solving experience to partner effectively across a variety of functions and locations.
- Highest standards to work independently while managing multiple projects and prioritize responsibilities with a sense of urgency.
- Exhibit self-confidence, high energy, enthusiasm and positive attitude
- Excellent oral, written and interpersonal communication skills.
- Coachable, resilient, personable and self-aware.
- Hardworking, self-discipline, endurance and work ethic.

To learn more about this opportunity or provide a confidential referral, please contact:

Pearson Partners International, Inc.
8080 N. Central Expressway, Suite 1200
Dallas, Texas 75206
214-292-4140 – Fax
response@pearsonpartnersintl.com

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