



## **Job Description: Head of Finance**

Are you 12-24 months from being comfortable to take a VP Finance/FD role, working with a talented FD/VP Finance who will regret you leaving but understand your ambition if you did?

If so, you could be perfect for Kim, and Kim could be perfect for you.

### **Customer Success**

To support our rapid growth we are seeking a Head of finance who will have the ability to grow into the newly created but vacant Vice President Finance role.

### **Your Profile**

Based in the UK or from our Bridgewater, New Jersey, USA office, we need an individual who:

- Has experience in working in businesses that have been through accelerated growth, taking their staff numbers from 35 to 200 or more.
- Is as comfortable in participating in strategic conversations as they are with getting 'stuck-in' to make things happen in a fast-moving entrepreneurial environment.
- Has the ability to build a finance function and team, that internal stakeholders trust and external stakeholders' respect.

### **Responsibilities**

As Head of Finance, you will report directly to the CEO and have responsibility for:

- Financial reporting and forecasting monthly, quarterly and annual results
- Cash flow management
- Business modelling
- Managing the annual budget cycle
- Supporting contract pricing negotiations
- In-life contract margin management
- Supporting Board decision making and external stakeholder management

You will create business and customer contract models, assess and manage risks and ensure all accounting policies and activities comply with regulations.

You will help the Board maintain Kim's financial health through appropriate balance sheet and financing management. You will help sustain and grow Kim's extensive R&D budget through increasing profitability.

### **Qualifications, Preferred Skills and Experience**

- A qualified accountant
- Proven work experience as a Head of Finance or similar role

- Excellent verbal and written communication skills
- Ambitious, hard working and capable of handling ambiguity
- Experience of working in small fast-growing companies where sometimes you just have to do things that normally you would delegate to a team member
- In-depth understanding of P&L and cash flow management
- Hands-on experience with budgeting and risk management
- Effective management ability supporting and adding to Kim's professional and fun culture

### **Salary Range**

The starting salary, subject to experience and fit, will be in the range of £75,000 (\$100,000) per annum.