

Chief Financial Officer

Our firm has been retained by a developer and manufacturer of defense/commercial related products to find them a Chief Financial Officer. The private-equity backed company is located in Chandler, AZ. The CFO will support company growth while operationalizing the new, large cost-reimbursement contract with performance-based billing, as well as lead strategic initiatives across the business.

1. **Adapt Business to Cost-reimbursable Contracts:** Lead a transition throughout the entire business to operationalize the new, large cost-reimbursement contract.
2. **Federal Compliance Assurance:** Oversee all corporate compliance efforts to ensure compliance with all Federal, State, local and contractual requirements.
3. **Support the Business Adaptation:** Provide guidance and counsel, lead strategic modeling to help improve profitability and ensure future growth.
4. **Improve Estimating Process:** Improve the company's pricing and estimating process in order to support the company's continued profitable growth.
5. **Cash Management / Financial Relationships:** Maintain compliance with financial covenants and all other obligations under the credit and lease agreements, including reporting requirements, and potential negotiation including, but not limited to, potential refinancing and extensions of additional capital.
6. **Support Strategic Initiatives:** Participate in strategic and tactical discussion as a key member of the senior management team to ensure that organic and acquisition growth initiatives are pursued in the context of an approved budget, with specific and well-defined metrics and targets.
7. **IT Systems Update:** Work with the company's IT Managers to ensure that IT systems are compliant, updated, and utilized effectively and efficiently to improve the operations of the business
8. **Budget & Forecasting:** Drive the company's weekly, monthly, quarterly, and annual budgeting and forecasting activities by establishing operational budgeting process for creating and tracking operational, staffing, CAPEX, and Research and Development budgets at the corporate and SBU level.
9. **Reporting to Ownership:** Ensure that the board reporting package is developed and delivered accurately and on time. Support the leadership team's analysis and presentation of performance data.

BACKGROUND AND EXPERIENCE:

Education: Bachelor's Degree in Business, Accounting, or other related field. MBA or Master's degree preferred. CPA is preferred.

Experience: Five years as Chief Financial Officer of a stand-alone entity, or Senior Financial Officer of a major division, with revenues of \$20M+.

- Experience with government cost reimbursable and GAAP including progress-based and cost-based billing.
- Experience in either defense manufacturing with Federal Contractor cost accounting rules / Defense Contract Audit Agency procedures and GAAP (General Accepted Accounting Principles) is required.
- Current DoD Secret Clearance or be able to be granted and maintain a DoD security clearance is a plus.
- Experience in building world-class finance organizations adaptable to growth plans and various operational management styles.
- Demonstrated success in implementing internal controls, budgets, expense and sales forecasting systems, including managing complex IT / ERP installations.
- Extensive knowledge of operational and financial reporting and information technology systems.
- Experience with Private Equity backed company strongly desired.
- Experience with all treasury functions.

Contact: Teri Formanek / teri@bobsearch.com / 805-649-6900