



OUR CLIENT

Our client is leading West African private equity investment firm investing across different sectors. Its objective is to develop a portfolio of profitable, high growth companies that generate attractive long-term value for our investors, while bringing forth positive social and economic impact.

On a strategy side, the client builds companies with top-notch management teams, governance systems and business practices, enabling them grow into sector leaders. Using our industry and market knowledge, business expertise, operational skills, we have a proven track record of significantly increasing value of our portfolio companies.

BACKGROUND

As part of its strategy, our client has identified the immediate need to recruit a high profile and suitably qualified professional to fill the position of **Chief Financial Officer** *for one of its major portfolio / investee company, a major pharmaceutical company in Nigeria.* This is a unique and rewarding opportunity for exceptional, highly motivated, and energetic result-oriented individual to step up and make a difference.

The role will be based in **Lagos, Nigeria.**

ROLE PROFILE

Industry Sector	Pharmaceuticals
Job Title	Chief Financial Officer
Reports to	MD / CEO
Level	Executive Management

Job Description

Our client is seeking a Chief Financial Officer to join the Company by leading and executive co-ordination of the overall finance & accounting function and developing strategies for policy formulation and implementation of finance and accounting related matters. The individual will also be responsible for preparation and approval of procedures defining company relationship with internal and external parties. The role supervises the Finance and Accounting as well as Import Activities. The position is open to both local candidates and expatriates.

RESPONSIBILITIES

Financial Management

- Develop the outlook and corresponding investment theses;
- Oversee all key elements of the Finance function for the enterprise including financial reporting, financial and management accounting, company tax and regulatory compliance,



financial controls (budgeting, planning, forecasting, risk managements etc), corporate finance, treasury, and underlying management information systems utilized.

- Develop leadership and coordination in the business planning, accounting and budgeting efforts of the company. Responsible for all financial and fiscal management aspects of company operations.
- Ensure that company financing requirements are consistently met and that capital structure is optimized at all points in time
- Analyse cash flow, cost controls, and expenses to guide business leaders. Analyze financial statements to pinpoint potential weak areas. Establish and maintain appropriate internal control safeguards. Support the Procurement of equipment and solutions.
- Provision of quality financial and strategic support and direction to the Company
- Coordination and development of the Company's financial strategy to re – position the Company towards the achievement of its set objectives
- Budgeting and budgetary controls
- Supervision of costing, management accounting, financial accounting and treasury activities
- Continuous review of company performance, identification and appraisal of business risks and opportunities with appropriate recommendations for business growth and development
- Effective management of the company's balance sheet to achieve corporate goals
- Control credit limits and approvals for customers

Information Management

- Creates and updates data base and information bank from internal and external sources to enhance the company's competitiveness and business ranking
- Establishes an appropriate management information system for collation, monitoring and reporting purposes

Relationship Management

- Develops and exploits business relationship with bankers, regulatory officials and others to position the company as a prime client.
- Ensures the company operates in accordance with all relevant laws, regulation and Accounting standards applicable to the Company's operation in Nigeria

Status Reporting

- Regular preparation and reporting of Company financials reports
- Regular preparation and reporting of cash flows

Investor Relations

- Liaising with current and future investors (both equity and debt; both local and international)



- Ensure value is maximized, the company has various funding options and liquidity is always maintained.
- Ensure company is understood, delivering appropriate disclosures/information in a timely manner, and responding to information requests

Imports

- Oversee the sourcing, procuring, expedition and deliver materials from overseas markets for GZI, at competitive rates and in line with recognised Quality Standards.

QUALIFICATION / EXPERIENCE

- University degree from a top-tier global institution required; advanced degree (MBA or similar) preferred
- At least *15 years post-qualification experience with at least 5 years as head of Finance/Accounts department* managing all aspects of Finance/Banking/Accounts/Risk Management/MIS
- A recognised professional accounting qualification (i.e., ACA, ACCA or equivalent).
- Must have demonstrated leadership and management skills
- Experience in strategic planning and execution. Knowledge of contracting, negotiating, and change management.
- Knowledge of finance, accounting, budgeting, and cost control principles including Generally Accepted Accounting Principles (GAAP), International Financial Reporting Standard (IFRS).
- Knowledge of federal and state financial regulations. Ability to analyse financial data and prepare financial reports, statements, and projections.
- Work requires professional written and verbal communication and interpersonal skills. Ability to motivate teams to produce quality materials within tight timeframes and simultaneously manage several projects. Ability to participate in and facilitate group meetings.

COMPETENCIES REQUIRED

Organisational Competencies

- Leadership
- Oral & Written Communication
- Organisational Awareness
- Customer Orientation
- Work Planning and Management

Functional Competencies

- Strategic Perspective
- Business & Finance Acumen
- Cost Optimisation



- Information Technology Systems
- Budgeting
- Financial Analysis and Interpretation
- Financial Accounting
- Financial Management
- Management Accounting
- Tax Management
- Influencing & Negotiation
- Problem Solving
- Performance Management

Tools

- Laptop Computer
- Internet Access
- Application Software
- Telephone and Intercom

KEY PERFORMANCE INDICATORS

Financial

- Savings in operating costs
- Corporate credit rating
- Percentage achievement of strategic objectives
- Average budget variances – actual vs. plan
- Average cost of capital (as a % of revenue)
- Net Cash Flow
- Company's Gearing Ratio
- Cost of business risks (bad debts/bad debts provision)
- Optimum budget performance
- Timely and accurate information reporting

Financial

- Lead time for annual budget preparation, presentation and approval
- Timeliness/accuracy of cash forecasts and funding estimates
- Internal customer satisfaction with finance support services

Business Process

- Observations of external audit entities
- Measurement of process violations



Information Management

- Effective management information system
- Effective data base and information bank
- Timeliness in preparation of financial reports

BENEFITS

- Interface with Board of Directors, all Heads of Departments, Government Agencies, Banks and other Financial Institutions, Regulatory Authorities and External Auditors.
- Take ownership of strategic projects and play a part in the strategic direction of the ventures.
- Work in a challenging environment with bright and driven colleagues

COMPENSATION

The client wants high calibre and senior level CFO candidates. Thus, the role will be totally meritocratic in terms of compensation. You will be offered a very attractive basic salary and compensation package with all necessary benefits to be provided by the Client.

APPLICATION

To apply, please download and complete an application [questionnaire](#) via: www.talentstonefinance.com/candidates.html and send a copy of your updated resume with the completed questionnaire to hello@talentstoneafrica.com

To schedule a 30-minute discussion with a Talentstone Consultant, kindly visit: <https://talentstoneafricascheduling.as.me/schedule.php>

Please note that applications will be treated on a rolling basis and only shortlisted candidates will be contacted.