

**ecoCFO** provides outsourced CFO and accounting services to our cleantech clients. We take care of their financial needs, allowing them to focus on delivering solutions to tackle climate change and the environmental crisis. We understand that it can be cost-prohibitive for startup-ups and SMBs to hire a full-time CFO and accounting department. To fill that need, we provide lower-cost, expert consulting to move our clients into high-growth mode.

## **Controller**

Are you looking for a way to blend your experience as a Controller or CFO with your passion for the energy and environmental industry? Do you view people, finance, and accounting as a critical catalyst to growing a business instead of a stumbling block? Do you admire CleanTech entrepreneurs and executives and want to make a difference?

You might be the perfect fit as a **Financial Services Controller** at ecoCFO. ecoCFO is seeking an experienced Controller or CFO who has a passion for the cleantech and environmental industry. We're looking for someone who wants to use their accounting and finance expertise to make a difference toward the clean economy.

The role will be the primary contact to ecoCFO cleantech clients as their Controller, reporting to the CEO. The ideal candidate will be an energetic, detail-oriented and experienced Controller with strong Generally Accepted Accounting Principles (GAAP) experience who can manage both financial results and compliance. We are looking for an individual who has demonstrated superb skill and experience with FP&A who can produce create cash flow forecasts, pro forma statements, and various other complicated models and forecasts as needed.

The Controller will directly manage an accounting team while also supporting the clients' leadership team to execute key goals and implement back office processes that scale with our clients' growth. We are looking for someone who has experience in a fast-paced startup, who can jump from strategy to tactical execution without a hitch. Our ideal candidate is self-motivated, an excellent communicator and has strong people management skills.

### **You can expect to lead or review on the following tasks:**

- Performing or managing any and all tasks related to the daily operation of corporate finance, Financial Modeling, FP&A and accounting
- Cash flow planning, budgeting and forecasting for both companies and projects
- Financial statement review and analysis, development of project and company pro-formas
- Monthly/Quarterly/Annual financial reporting to client company management, investors and boards
- Determine appropriate KPIs and review their calculations and trends to gauge health and performance
- Cost control analysis on payroll expenses, operating costs, costs of goods sold, and other project specific cost control tasks
- General accounting and bookkeeping tasks, oversight and management of a bookkeeper

- Month-end financial close
- Control over AP check runs, payroll approval, and policy design and enforcement
- Evaluation of insurance policies and products
- ROI, NPV, IRR, Payback and Breakeven calculations
- Soliciting, negotiating and securing financing options and products, namely lines of credit, term loans, construction loans, equipment finance, bridge financing, etc.
- Managing or working in conjunction with vendors and partners such as attorneys, accountants, lenders, benefits administrators, investors, etc.
- Acting as main point of contact for external audits and tax in conjunction with outside CPA firms
- Draft finance memos and reports for boards, investors and management

**What you need:**

- A Bachelor's degree in Business, preferably finance or accounting concentrations
- Ten years of experience in corporate finance and accounting, with preference for prior Controller, CFO, or in Audit with a Public Accounting firm
- Experience working with start-up businesses
- Extensive experience with Financial Modeling and Financial Planning and Analysis.
- Three years of experience in the energy, environmental, or CleanTech space are a plus
- Certifications such as CFA or CPA
- A burning passion for renewable energy, water, recycling, or any other environmental issue
- Superb work ethic and the ability to work remotely, efficiently, independently and without constant supervision
- Comfort using cloud accounting software such as Quickbooks Online, Intaact, Bill.com, Expensify, and others
- Ability to manage multiple teams, tasks, and companies simultaneously
- Attention to detail including spelling, grammar and the use of Excel
- A knack for problem solving in a fast-moving environment
- The ability to communicate and explain complicated subject matter in an easy to understand manner
- The desire to exceed customer needs and response time
- An entrepreneurial and flexible spirit

**What it will be like working for us:**

You will work in Financial Services and report to the CEO.

Working remotely is an option, so you will need a private location where you can work, take phone calls, and be productive when not in the office.

Initially the position will be part time and over time please be flexible to work full time as workload requires. We aren't going to dictate to you what hours you need to be in front of

your computer every day, but you should expect that calls, meetings and deadlines can happen anytime between 8 AM and 6 PM.

You may do some traveling locally, but you can expect to end each day at your own home.

This job description may not cover everything that could be asked of you, but it's a reliable expectation.

To not only get this job, but to be successful here, you will need a demonstrated passion for the industry and an excellent grasp on finance and business concepts.

We are looking for someone who will be committed to this role, to ecoCFO, and want to grow with us.

Qualified and interested candidates can apply directly [here](#).