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## **Financial Analyst – Sr Controller**

### **Overview**

We believe that digital transformation can be a force for good, improving the lives of everyone involved. To achieve this mission, we rely on a team of techno marketers that know Salesforce. We have been a Salesforce partner since 2003 and have been privileged to help some of the world's most celebrated brands on their path to digital transformation.

Every day, we help clients implement and maximize Salesforce capabilities and related technologies through the skills of our world-class professional services team. We have been privileged to help over 3,000 companies ranging from early-stage start-ups to Fortune 100 companies.

At the core of our accomplishments are our incredible people. As the country's largest independent Salesforce Marketing Cloud partner, backed by Salesforce Ventures, ListEngage is excited to bring aboard the right financial professional to help launch our organization to the next level by providing accurate and data-based information on company's profitability, solvency, stability and liquidity. You will research and analyze financial information to help company make well informed decisions, write reports and monitor financial activities. Your role will be working with the CFO on financial models, working with Service Delivery on calculating the results of different initiatives, and working with the COO on metrics definition and analysis across the business.

### **What's in it for you:**

- Ability to participate in the role out of strategy for a growing, modern marketing company
- The ability to get cross company/ discipline exposure and experience.
- Flexibility to work remotely
- Being a part of a team of Engagers who share core values of: teamwork, nimbleness, and delivering quality services and solutions.

### **Responsibilities include but are not limited to:**

- Aggregating and analyzing financial data, taking into account company's goals and financial standing
- Providing creative alternatives and recommendations to reduce costs and improve financial performance



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- Assembling and summarizing data to structure sophisticated reports on financial status and risks
- Consolidate and analyze financial data (budgets, income statement forecasts etc.) taking into account company's goals and financial standing
- Provide creative alternatives and recommendations to reduce costs and improve financial performance
- Assemble and summarize data to structure sophisticated reports on financial status and risks
- Develop financial models, conduct benchmarking and process analysis
- Conduct business studies on past, future and comparative performance and develop forecast models
- Identify trends, advise company and recommend actions to the CFO based on sound analysis
- Track and determine financial status by analyzing actual results in comparison with forecasts
- Reconcile transactions by comparing and correcting data
- Gain and update job knowledge to remain informed about novelty in the field
- Consult with management to guide and influence long term and strategic decision making within the broadest scope
- Drive process improvement and policy development initiatives that impact the finance function

## **Knowledge, Skills and Abilities:**

- Proven working experience as a Finance Analyst
- Proficient in spreadsheets, databases, MS Office and financial software applications
- Hands on experience with statistical analysis and statistical packages
- Outstanding presentation, reporting and communication skills
- Proven knowledge of financial forecasting and diagnosis, corporate finance and information analysis
- Well informed in current financial subjects, accounting, tax laws, money market and business environments
- BS degree in Finance, Economics or related field (MBA a plus)
- 5+ years of total experience in both Accounting and Financial Analysis
- Team oriented - ability to motivate and work well with diverse, cross-functional teams
- Strong organizational skills and able to plan, meet deadlines, and prioritize projects
- Highly agile individual with proven ability to adapt in rapidly changing environment
- Ability to distill and communicate findings into concise language and draw fact-based conclusions and recommendations
- Experience with SaaS Services business a plus



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- Strong communication capabilities—excellent verbal, written, and presentation skills

**If you're interested, so are we! Send your resume our way, and we'll contact you for a phone interview.**

At ListEngage, we aim to change the world by challenging the traditional consulting model by building a flexible, delivery focused organization that can deliver on the promise that we have made to each other. We are an equal opportunity employer and love diversity at our company! We do not discriminate on the basis of race, religion, color, national origin, gender, sexual orientation, age, marital status, or disability status.