



## **Financial Controller – Services (Asia Pacific)**

Position Title: Services Controller, Asia Pacific

Department: Finance

Reports to: CFO, Asia Pacific

Based in: Singapore

### **Job's Purpose:**

Enterprise Services is the consulting and enterprise support arm of the company, helping large and medium sized customers use the company technology and products in the most effective way. The Customer Support Services organization provides engineering and technical support for the company's products.

Lead the finance team for the Asia Pacific Services and Support organization. The role is responsible for strategic and business leadership, in partnership with the Enterprise Services and Customer Support leadership team, and for managing all aspects of the Services financial statements.

The Asia Pacific Services Controller is chartered with providing business insight and analysis to better enable short and long-term decision making along with driving a predictable and reliable business rhythm while ensuring strong controls and processes are in place. The position will drive the accounting and decision support for the Services teams across all phases of strategic planning, budgeting, forecasting and business reviews.

The role will involve extensive interaction with senior members of the Services organizations, Finance and other business segments. Travel within Asia Pacific will be required.

### **Core Job Responsibilities:**

- 1) Work with the Services leaders and Business Managers to ensure accurate financial understanding of the respective businesses. Continually review the business and produce scorecards and analysis to assist management decision making and improve understanding of issues.
- 2) Lead the APAC Services controller community by cross-functional teaming and best practice sharing, focusing on key issues, helping them build a superb understanding of the business and becoming partners in strategic leadership.
- 3) Build a close connection with country controllers to drive Services knowledge and drivers/levers to increase revenue and profit for Services and the company as a whole.
- 4) Provide direct management and leadership to the Services RHQ and Emerging Markets controller.

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#### Financial Close:

- Work with the business teams, accounting teams, and shared services organizations to complete monthly financial close requirements in accordance with accounting policies and SOX requirements.

#### Business Planning:

- Manage and drive a smooth full year planning process to maximize business integration and cross-company alignment which allows consistent fiscal year planning and drives simplicity.
- Promote a culture of financial accountability, ensuring we are bringing efficiencies where necessary and investing adequately for long-term growth.
- Drive a robust forecasting process identifying risks, sensitivities, and underlying assumptions.
- Attend cross-company P&L and business reviews on a monthly/quarterly basis and facilitate the discussion for the Business Segment.
- Provide guidance and leadership to in-country resources and manage emerging market start-up's.

#### Compliance

- Ensure a robust and proactive controls and compliance environment is in place and followed.
- Work with country finance controllers to standardize transactional processes to increase compliance and reduce risk and enable a timely and accurate month-end.
- Drive deep-seated accountability and fact-based decision making.

#### Business Intelligence/Insight

- Focus on improving productivity, profitability and value creation through business insight by providing strong financial leadership to the APAC leadership team.
- Drive innovative analysis to highlight improvement areas. Exchange information and best practices with other world-wide areas and business teams on issues such as local business trends, on-going projects and concerns.
- Continuously provide guidance to help the finance resources improve efficiency through analysis and reporting processes, whilst continuing to manage and meet business partners' expectations.
- Create and lead initiatives to drive revenue growth, operational efficiency, and process improvements.
- Use benchmark/best practice sharing to ensure APAC key business drivers are world class.
- Contribute to systems and tools design / improvements

#### **Key Contacts:**

General Managers, Services Directors and business line leaders  
Country Controllers and regional headquarters finance team  
Asia Pacific Services HQ Leadership team  
Asia Pacific Operations team  
World-wide headquarters Services finance team

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**Qualifications/ Requirements:**

- Ten to twelve years of demonstrated work in finance, strategic planning, business management.
- Strong management skills and a demonstrated ability to drive the effective implementation of procedures and policies to support business requirements across regional and organizational boundaries.
- Proven track record of bringing innovative thinking to problem solving and business analysis.
- Strong analytical skills - ability to distil simplicity from complexity. Good at dealing with numbers, especially identification of factors driving the business and underlying issues.
- Customer focused - collaborate as a business partner to listen, interpret and meet business needs.
- Strong planning skills - able to plan ahead, anticipate and respond to issues & plan/invest time appropriately across multiple work areas.
- Experience with business processes and systems should include planning, forecasting, invoicing, credit, collection, and sales credit tracking.
- A demonstrated ability to communicate clearly and effectively (oral and written), establish trust quickly, and create win-win situations.
- Advanced skills to use spreadsheets and other desktop tools, e.g. Excel, Outlook, PowerPoint, Word, and various web-based and client/server applications.
- University degree with major in finance/accounting/business or related field. MBA degree desirable.
- Experience working for a multinational and/or technology corporation with emphasis on Finance and Sales Support is desired.

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