

Global Finance Director (gn)

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Company: SoftwareOne

Location: Netherlands

Category: other-general

Why SoftwareOne? At SoftwareOne, we're not just reshaping the future of technology; we're crafting a narrative where companies effortlessly build, buy, and manage everything in the cloud. With a mission to unlock the true value of technology, our 9,000+ passionate employees span across 90 countries, dedicated to guiding clients through the seamless migration and modernization of their workloads and applications. Headquartered in the scenic landscapes of Switzerland and listed on the SIX Swiss Exchange under the symbol SWON, SoftwareOne is more than a workplace—it's a dynamic ecosystem of innovation.

The role The Global Finance Director plays a pivotal role in supporting the Chief Revenue Officer (CRO) in achieving the sales and revenue growth goals. The Global Finance Director is responsible for overseeing all financial aspects related to the sales function in the regions and ensuring alignment with SoftwareOne's overall financial objectives. Together with the Regional Finance Directors, the Global Finance Director collaborates closely with the teams in the regions to optimize revenue generation, profitability, and sustainable growth. Reporting directly to the CFO and providing support to the CRO, this position requires a strategic thinker with strong financial acumen, business partnering skills, and a deep understanding of the commercial landscape. Responsibilities Develop and execute the global financial strategy in alignment with the CRO to develop financial strategies that support the sales and revenue growth objectives. Act as a strategic advisor to the CRO, providing financial insights and recommendations to optimize sales strategies, pricing, and customer segmentation. Provide leadership and guidance to Regional Finance Directors, fostering a culture of accountability, transparency, and continuous

improvement while maintaining consistent financial policies, procedures, and reporting across all regions. Drive the transformation of the regional finance function into strategic partners by emphasizing analytical approaches to business trends and growth drivers. Evaluate and support large, global commercial deals, partnerships, and strategic initiatives from a financial perspective, including pricing analysis, profitability assessment, and risk evaluation. Collaborate closely with Legal and other business teams to structure global contracts and agreements that balance financial objectives with risk management. Develop financial models and scenarios to assess the impact of revenue optimization strategies, new market expansion, and product launches. Identify opportunities for revenue growth, margin improvement, and operational efficiency through data-driven analysis and cross-functional collaboration. Monitor key financial indicators, market trends, and competitive landscape to identify risks and opportunities for revenue growth and margin improvement. Lead the annual budgeting and planning process for the regions, including revenue forecasting and expense management. Oversee the preparation of monthly and yearly financial statements globally, ensuring accuracy, timeliness, and compliance with international accounting standards. Ensure compliance with International Financial Reporting Standards (IFRS), as well as other applicable regulatory requirements across regions. Monitor and optimize global net working capital and cash flow to enhance overall financial performance and liquidity management and implement strategies to improve cash collection efficiency and optimize cash utilization across regions. Coordinate the preparation of statutory financial statements and tax declarations globally, in collaboration with the Finance Shared Service Center and potentially with external partners. Ensure compliance with local tax regulations and reporting requirements in each region of operation.

Objectives

Maximizing Revenue Generation: Develop and implement strategies to optimize sales performance, enhance pricing strategies, identify new revenue streams, and drive overall revenue growth.

Cost Management: Effectively managing costs to ensure profitability while maintaining competitiveness in the market. Control expenses related to sales operations, optimizing resource allocation, and identifying cost-saving opportunities without compromising on quality or customer satisfaction.

Strategic Financial Planning: Develop long-term financial plans and forecasts to support SoftwareOne's growth objectives, working closely with the CRO and his team to align financial strategies with business goals.

Business Performance Analysis: Providing financial insights and analysis to support decision-making and drive continuous improvement in commercial performance. This involves monitoring key financial indicators,

conducting variance analysis, identifying trends and opportunities, and making data-driven recommendations to optimize commercial strategies and enhance profitability. Compliance and Risk Management: Ensure compliance with financial regulations and internal controls, mitigating financial risks associated with sales operations. #LI-NW1

What we need to see from you Master's degree in finance, economics, or a related field; MBA preferred. 10+ years of experience in finance leadership roles, preferably in a high-growth, technology-driven environment. Strong understanding of financial principles and practices, revenue recognition, and commercial dynamics in a global context. Proven track record of transforming finance functions into strategic partners, driving increased profitability and market share. Proven ability to lead and develop high-performing teams in a dynamic environment. Excellent communication and interpersonal skills, with the ability to collaborate effectively across all levels of the organization. Strategic thinker with the ability to translate financial data into actionable insights. Strong organizational skills with the ability to manage multiple priorities in a fast-paced environment. Experience working in a global company with operations in multiple regions is highly desirable.

Job Function Finance

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