We are a fast growing electrical engineering company seeking highly motivated people who are talented, adventurous and ambitious. We are a leading provider of electrical engineering solutions and services for critical systems in the utility and large industrial sectors. The company has a 10 plus year track record of providing such solutions for leading blue chip customers and OEM’s in Ireland and the UK.

We are currently recruiting for a Financial Controller. The ideal candidate must be ambitious, motivated, with a proven record of working on their own initiative and adding value to the business, as well as having a proactive approach to fulfilling the requirements of their role.

**Employer:** Enersol

**Primary Location:** Duleek.

**Job Title:** Financial Controller

**Job Purpose:** The role of Financial Controller is to be responsible for managing the company’s cashflow, negotiating payment terms with customers and suppliers, managing the ordering of equipment to match cashflow and operations, providing weekly reports re recoverable revenue, responsibility for purchasing and rebates, grant applications. The position also has responsibility for our stock control system and responsibility for ensuring that stores operate efficiently. The position will be based in Duleek.

**Reporting Relationship:** Reports to the Managing Director

**Principal Duties and Responsibilities**

This position will develop as the business develops, however, the successful candidate will take full ownership of the financial function of the business and will contribute to the Company achieving it’s objectives by providing advice and guidance on a financial strategy. The job description set out below outlines some of the main duties and responsibilities of this role, however, due to the changing demands of the business, the duties of this position may vary from time to time.

**Salary Scale:** Remuneration will be commensurate with the duties and responsibilities of this position.

Applications can be sent to: oisin.mccann@enersol.ie
The successful candidate will be responsible for the following:

- Planning and organizing

  o It is expected that the Financial Controller will manage all internal financial controls and engage with operations on a daily/weekly basis to ensure that workload can be carried out in an efficient manner i.e. provide to the Managing Director, every Monday morning, with a recovery rate for each employee, accurately to the workload they are doing etc.

  o It is expected that the Financial Controller will be responsible for proactively managing cashflow and resource planning so that efficiency is delivered.

  o It is expected that the Financial Controller will provide at the end of each month, within 1 week, management accounts for the management team c/w forecasts for the three month.

  o The Financial Controller must set budgets and forecasts reviewing the actuals vs budget and provide a detailed analysis of any variances against budget.

  o The Financial Controller should be responsible for negotiating terms with suppliers and managing cashflow. The role shall also provide accurate tracking of costs for both product and labour.

  o The Financial Controller shall liaise with both the sales and Operations Manager to provide the Managing Director/ management team with information in relation to the profitable areas of the business and also identify areas of loss in the business.

  o It is expected within 6 months the Financial Controller shall have a stock control system in place and have house rules around the control of stock items, small items etc.

  o The Financial Controller must provide the Managing Director with sales forecast for invoicing and also liaise with operations to ensure each job is invoiced in a timely manner.

  o The Financial Controller must, in conjunction with Sales Manager complete an annual budget and rolling sales forecast on a monthly basis.

  o Be familiar with Irish and UK tax requirements as the company has operations based in both jurisdictions.

  o Sit in on quarterly reviews for staff and ensure staff reaches their potential and are clear re job their description and expectations.
Other key responsibilities and accountabilities include:

- It is also a key responsibility that the Financial Controller looks after purchasing and engages with customers to ensure that cash matches cash out and reduces any risk to the Company.

- The Financial Controller shall also be responsible for liaising with revenue and auditors and be fully responsible for ensuring that the Company’s tax liabilities are in order.

- The Financial Controller shall be responsible for form filling and grant applications for the Company including Enterprise, R&D, payment requests, general form filling etc.

- The Financial Controller shall work with operations and sales to have a management briefing, and workload briefing every Friday. The Financial Controller shall provide a diary detailing workload for the week/month ahead of these briefings with deliverables.

- The Financial Controller shall be responsible for purchases including a stock control system which will give every employee both labour and product return per project at any point in time.

- The Financial Controller shall work with outsourced partners (eg: payroll and HR), as dictated by the Company, to ensure value for the business and the proper and appropriate management of these areas.

- The Financial Controller is expected to consistently review every aspect of the business costs to ensure we are operating in the most efficient manner possible.

- Manage and liaise with auditors as required

- The Financial Controller shall issues the following every Monday morning to the Managing Director
  - Recovery rate for all employees for the previous week.
  - Overtime rate for the previous week.
  - Expected hours to be worked for the week/month ahead.
  - Fuel and phone bills.
  - List of purchases over €5000.00 for previous week.
  - Workload for week ahead i.e. overtime expected.
  - Profitability per sector and recommendations regarding same.
  - Monies in/out, cash and any issue of concern.

Please note that this list of responsibilities is not exhaustive and the Employer expects that the successful candidate will be flexible within this role as Financial Controller, as this role may expand or alter in the future based on the business needs.
FINANCIAL CONTROLLER
PERSON SPECIFICATION

**Essential Criteria:**
The successful candidate will be:

- Qualified Accountant with excellent prior Financial Controller experience
- Experience in a similar role at this level of responsibility is required for this position, supported by references from past employers verifying your achievements in the areas specified
- Experience in a Manufacturing/Energy Sector background is beneficial
- Ability to take ownership of the financial function
- Strong finance and financial reporting skills are essential
- Ability to operate at a senior level with a proven track record of strategic thinking
- A flexible, ‘can-do’ attitude and prepared to work in any required area
- Excellent project management and time management abilities
- Ability to make and deliver presentations
- Excellent analytical and problem solving skills with the ability to manage complex and difficult issues to reduce risk for the team and Company.
- Excellent verbal and written communication skills
- Strong interpersonal skills
- Proficiency in MS Office is required.

- High levels of personal and professional accountability and integrity
- Team player with the ability to work on his/her own initiative