

Role Description

Job Title: Director of Finance and Accounting

Location: Cleveland, Ohio

Reports To: President

About AgileBlue:

AgileBlue is a dynamic and rapidly growing cybersecurity technology company renowned for developing the Cerulean Platform – an AI-powered, SOC-as-a-Service | SOAR solution. Our platform offers 24/7 monitoring, detection, and response for endpoints, cloud, SaaS applications, and networks. Joining AgileBlue means becoming part of a passionate, agile (pun intended!), and exceptionally hard-working team dedicated to making our customers more secure.

Role Summary:

As the Director of Finance and Accounting, you will play a pivotal role in leading our finance organization. Your contributions as an executive team member will drive us towards our ambitious growth objectives. The ideal candidate will possess a proven track record of success in managing finance and accounting functions in the technology industry.

Key Responsibilities:

1. Leadership:
 - Develop and execute financial strategies, forecasting capital, and team requirements.
 - Create action plans to enhance financial performance and refine platform pricing strategies.
 - Collaborate with sales and customer success teams to boost revenue and upsells.
 - Guide and oversee the implementation of vital KPIs.

2. Financial Management:
 - Manage all facets of financial planning, budgeting, accounting, and reporting.
 - Ensure accurate and timely monthly and year-end close processes.
 - Develop and maintain robust financial accounting systems.
 - Manage accounts payable including vendor approval and relationships
 - Manage accounts receivable including collections and commercial relationships
 - Co-managing (with Sales Team) customer subscription agreements, payment, and ongoing invoicing arrangements and changes thereto”
 - Understand and mitigate key elements of the company's risk profile.
 - Monitor and manage company expenses to minimize and reduce cost of operations relative to business levels.
 - Develop appropriate process/system documentation and redundancies to mitigate continuity risks.
 - Maintain, update and improve Financial Plan and Forecast Model.
 - Responsible for maintaining, updating and improving Financial Plan and Forecast Model.

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- Co-manage (with Sales Team) customer subscription agreements, payment, ongoing invoicing arrangements and changes thereto.
3. Payroll management:
 - Manage onboarding, payroll processing, bonus and commission arrangements, benefits.
 4. Compliance:
 - Ensure that the company complies with all tax, legal and regulatory requirements.
 - Ensure that record-keeping meets the requirements of auditors and government agencies.
 - Lead relationships with service partners/provides including banking, investment management, risk management/insurance, health insurance TPO, tax & accounting advisor.
 - Establish, document and implement suitable financial controls appropriate for a company of AgileBlue's size and stage of development.
 5. Management:
 - Lead outsourced accounting and finance teams, fostering optimal performance.
 - Provide training, guidance, and direction to enhance performance, skills, and knowledge of the finance team.
 - Automate business process systems to the greatest extent possible.
 - Be a productive member of the executive leadership team.
 - Prepare and present monthly quarterly and annual performance metrics and analysis.
 - Quarterback annual planning process.
 - Present at quarterly board meetings.
 - Respond and fulfill requests from capital constituencies such as current investors, potential investors, bankers and the board of directors.

Qualifications:

- Minimum of 7 years in a senior financial role, preferably in a tech company.
- Strong understanding of GAAP, financial reporting, and budgeting.
- Proven experience in finance management, analysis, and strategic planning.
- Exceptional leadership skills and strong interpersonal abilities.
- Outstanding communication and presentation skills.
- Bachelor's degree in business, finance, or a related field.

Compensation and Benefits:

- Competitive base salary
- Performance-based bonus
- 401(k) plan with company match.
- Comprehensive health, dental, and vision insurance.
- Unlimited vacation and flexible working arrangements.
- Continuous learning and career development opportunities.
- Hybrid remote schedule with on-site meetings as determined/agreed upon by executive and leadership team.