

job profile.

Customer Business Team Controller.

General Purpose.

Provides financial leadership to the customer business team (CBT) by being a trusted business partner, driving fact-based decision-making and by managing, controlling and continuously improving the financial performance of the CBT. Is accountable for reporting quality including compliance with all appropriate standards.

Key Tasks.

- Accountable for accurate, timely and quality of management reporting, financial forecasting (e.g. LE), reporting and analysis of all CBT related financials P&L (with BU/BL view), cash flow, balance sheet items, headcount and relevant KPIs. Prepares and documents the Annual Planning and Long Range Planning (LRP/LRF).
- Challenges and drives the CBT for improved financial performance.
- Accountable for compliance with the company's financial policies, instructions, guidance, processes, tools, accounting principles and internal controls within the CBT. Leads all CBT financial processes.
- Proactively monitors, manages and controls the financial performance of the CBT against plans.
- Responsible for cost control and cost control initiatives across the CBT.
- Responsible for driving the needed programs and activities to optimize the CBT balance sheet including cash collection and credit control with the customer.
- Accountable for timely and accurate revenue recognition for all contracts in the CBT.
- Responsible for the preparation, completeness and correctness of the Revenue Recognition Board material. Supports in presenting the cases to the Revenue Recognition Board.
- Supports the Head of CBT in all financial related matters including financial target setting, key change programs, company's strategy and is a key advisor in business decision making.
- Contributes to major business and commercial decisions by providing financial expertise in the sales and delivery processes, including financial analysis and recommendations on strategic scenarios, new cases, investments, and customer financing proposals. Challenges business case during pre-sales phase, advises on all terms & conditions impacting the business case financials, participates in contract negotiation with customer working closely with e.g. Head of CBT, Head of Sales, Contract Management, Customer Business Controller, Region Structured Finance and Region Legal & Compliance to ensure optimized contractual financial terms and conditions.
- Strong contribution to managing and mitigating financial risks and risk management processes in the CBT. Assesses, communicates and reflects risks in financials. Supports CBT in Limits of Approval process to ensure that all business cases reflect the correct financials and correct risk analysis.
- Keeps regular contact with the customer to develop smooth relationship and best practices between company's and customer's relevant organizations (e.g. Finance, Procurement, Treasury).
- In Line Manager position: Resources the CBT finance organization adequately. Facilitates the competence development of the resources. Ensures short and long-term organizational development complemented with competence renewal.
- Is a member in: Region CFO Leadership Team (in one Country Region) or Country / Country Cluster CFO Team, CBT Leadership Team and in LoA Board, as appropriate.

Networks.

Line Manager.

- Country CFO or Country Cluster CFO in multiple country Region
- Region CFO in one country Region (China, India, Japan, NAM)

Manages.

- Customer Business Controller , if assigned to CBT Senior Project Controller, Project Controller, Project Analyst, if assigned as SLM

Networks, internal.

- Region CFO Team, Country / Country Cluster CFO Team, Corporate Controlling, Corporate Finance, Head of CBT, Account Managers, Contract Management, Region Structured Finance, Region Head of Sales, Region Legal & Compliance, Region Pricing, Project Director, Project Managers, Cost and Progress Manager (CPM), Customer Operation Manager (COM), Logistics, Procurement

Networks, External.

- Customer's finance organization; Auditors