



## TECHNOSERVE

### CHIEF FINANCIAL OFFICER

<http://www.technoserve.org>

#### **The Organization:**

TechnoServe was founded in 1968 and today works with enterprising men and women across 29 countries in the developing world to build competitive farms, businesses, and industries. The organization helps grow strong markets that create income and jobs in poor communities. By linking people to information, capital, and markets, TechnoServe has helped millions to create lasting prosperity for their families and communities.

With nearly 50 years of proven results, TechnoServe believes in the power of private enterprise to transform lives by connecting people to information and market opportunities.

The organization has grown exponentially over the past decade, designing interventions for greatest impact and striving to ensure that the farmers and businesses they work with continue to reap financial benefits long after a TechnoServe project ends.

The 2017 Impact Results tell the story:

- \$189M in increased revenue and wages generated as a result of TechnoServe's work
- 461,000 people and businesses who saw increased financial benefits as a result of TechnoServe's work, positively impacting the lives of 2.3 million people in 29 countries
- \$28M in loans and equity provided to farmers and businesses by the private sector with TechnoServe's facilitation.

TechnoServe's success in creating business solutions to poverty is due in large part to a talented and highly committed team. Governed by a 28-member international Board of Directors, they employ over 1400 people, 90% of whom are host-country nationals working in the field including Latin America, Africa, and Asia.

Headquartered in Rosslyn VA, the 2018 budget is \$86M. TechnoServe works with over 140 active donors, including domestic and foreign government funding, private sector partners, finance sector funders, and foundations.

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#### ***Vision:***

TechnoServe will be the most effective catalyst and partner for transformative, on-the-ground, market-based solutions to poverty. To achieve that vision and mission, TechnoServe focuses on market systems in the developing world that have:

- A clear opportunity – an unmet demand for a product or service
- The potential for inclusive growth that benefits poor people in their roles as producers, entrepreneurs, employees or consumers
- The potential for scale – impacting significant numbers of families

***Values:***

The organization's four core values embody its deepest beliefs and highest aspirations – they serve as the guiding principles that drive and inform TechnoServe at every level:

- **Collegiality:** Sharing responsibility, ideas and tools in a spirit of connection, collaboration and candor.
- **Integrity:** Holding itself to high ethical standards, respect the rule of law and have honestly and openness.
- **Resourcefulness:** A team of problem solvers who think creatively, act boldly and learn from their mistakes.
- **Results:** Accountable for lasting, measurable impact.

**The Role:**

***Location:*** Moving to Rosslyn, VA, in November 2018

***Reports to:*** CEO

***Relationships:*** The CFO is a member of TechnoServe's C-Suite Team (CEO, COO, CHRO, CFO) and the 12-person Executive Team, which includes the CEO, COO, CFO, CHRO, SVP, 3 VP's and 4 Regional Directors.

***Reports:*** With four direct reports, the CFO will oversee a team of 24 finance professionals in the US and work closely with 22 directors and controllers around the globe.

***Overview:***

TechnoServe seeks an experienced, strong and effective Chief Financial Officer (CFO) who provide strategic and daily financial leadership to a complex global organization, ensuring proper financial systems, processes and controls, program quality and financial integrity through appropriate management, planning, contracting, accounting and financial reporting, audit, and control/compliance functions.

**Key Responsibilities:**

Working with the CEO, members of the Executive Team, the finance department, and other staff at TechnoServe, the CFO will focus on the following priorities:

- Understand TechnoServe's complex business model and the systems, functions and procedures that support finance and accounting operations in the US headquarters and in-country field offices.
- Build effective working relationships with key board committees, directors and staff in all departments, and staff in the finance department.
- Lead financial systems improvements to build a current financial systems architecture that aligns with TechnoServe's complex global business, supports real-time integration between HQ and field offices, and integrates finance and accounting capacity to sustain future growth.
- Ensure high levels of consistency and compliance across HQ and field offices that support programmatic excellence.
- Remain current with new accounting, tax, and other regulations

In addition to these key priorities, the CFO is responsible for the following:

***Finance & Treasury***

- Oversee cash, investment, and asset management
- Manage cash flow planning
- Steward banking relationships & oversee financing strategies and activities
- Develop and utilize predictive models, forecasting, and financial analyses to inform planning and operational decision-making

***Planning & Policy***

- Lead annual budgeting process, including coordinating development and monitoring of country, departmental and corporate budgets
- Develop financial business plans and forecasts
- Participate in corporate policy development
- Engage with the Audit and Finance Committees of the Board of Directors
- Represent the organization to financial partners

***Accounting & Administration***

- Lead and support effective initiatives to ensure consistent and high standards of excellence accounting execution across field offices and HQ
- Identify and execute activities to improve and maintain accounting systems and functions that support TechnoServe's current global business model and anticipated future growth
- Oversee appropriate internal controls, financial procedures, and accurate accounting for TechnoServe's global time, facilities, travel and procurement
- Ensure timely, accurate, and useful financial and management reporting for multiple audiences including Board of Directors, CEO/Executive Team, donors/funding sources, etc.; oversee preparation and communication of monthly and annual financial statements.

***Governance***

- Coordinate management requirements and response for external, internal and project audits
- Prepare and deliver reports on TechnoServe's financial condition and financial and control issues to appropriate Committees and the Board of Directors
- In collaboration with General Counsel and the COO, support the continued evolution and maintenance of TechnoServe's branches and affiliates throughout the world
- Oversee reporting preparation and submission for government and regulatory purposes in the US and abroad

TechnoServe uses a variety of tools to support its operations: Microsoft Dynamics NAV accounting software at HQ and in field offices, ADP payroll, proprietary timekeeping software, Google Office Suite, and Salesforce CRM.

**The Person:**

***Experience:***

Highly qualified candidates will share TechnoServe's commitment to its mission and will embody the organization's core values of collegiality, integrity, resourcefulness, and results.

Successful candidates will bring a range of skills and experiences including (and not limited to):

- 15+ years of broad financial experience, including 5+ years managing the finance function of an international development or donor-funded organization
- Management experience with international rules and regulatory environments affecting DfID, US grants/cooperative agreements, currency exchanges, etc.
- 5+ years serving as member of senior leadership team and/or serving as a proactive and collaborative business partner to the CEO
- Strong analytical skills and experience interpreting a strategic vision into an operational model
- Tech-savvy with understanding of financial systems that support and meet complex organizational and finance needs
- Significant experience building new systems and implementing policies and procedures in line with Cost Accounting Standards, Federal Acquisition Regulations, NICRA calculations, and related compliance requirements across the US and foreign government funding agreements
- Extensive experience with donor and external audits

***Key Attributes:***

- An effective communicator at all levels in the organization, with strong oral and written skills and a willingness to share information
- Excellent leadership skills, confident in working collaboratively with diverse groups of people in a multi-country environment.
- Collaborative and flexible management style, persuasive and diplomatic in effecting change in a continuously evolving environment.
- Outstanding business acumen, balancing financial strategy with day-to-day fiscal excellence.
- Personal qualities of integrity, entrepreneurial spirit and striving for continuous improvement.
- Willingness to travel overseas to our countries of operation.
- Ability to work in the US without employer sponsorship.

**Education:**

- Advanced degree in Accounting or Finance; MBA and/or certification in contract management preferred
- CPA or Chartered Accountant certification preferred

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*TechnoServe encourages diversity at all levels and across all facets of our organization. With this commitment to diversity, we are proud to be an equal opportunity employer and do not discriminate on the basis of gender, race, color, ethnicity, religion, sexual orientation, gender identity, ages, HIV/AIDS status, protected veteran status, disability and all other protected classes.*

**To learn more about this opportunity, please contact**

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