

Commercial Finance Director | Media Agency

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Company: Finatal

Location: London Area

Category: business-and-financial-operations

Commercial Finance Director | Media Agency Renumeration | £120-£140k + bonus + equity Location | London Office, Hybrid (1-2 days per week) KE57756

The Opportunity: Finatal are partnering exclusively with a Private Equity backed Media Agency with an impressive turnover of £50 million and a robust EBITDA exceeding 30%. The business is growing 10-20% year on year and will continue to grow both organically and via M&A activity. The agency operates at the forefront of the media landscape within a specific industry focus, delivering innovative solutions and driving exceptional results for their clients. As they set our sights on an exit strategy within the next three years, we are seeking a talented and ambitious Commercial Finance Director to play a pivotal role in their continued success.

The Role: As the Commercial Finance Director, you will be a key member of the executive team, responsible for overseeing all aspects of financial planning, analysis, and strategy as well as oversight of controls, reporting and technical accounting. This role offers a unique opportunity to make a significant impact on the future direction of the agency, with the potential for rapid career progression into the CFO position within 12-18 months. The ideal candidate will have experience in time-based billing or very relevant sectors, with demonstrable expertise in this revenue model. From a personal perspective, you must be balanced, consultative, and adept at partnering with and driving change among senior non-finance and financial stakeholders. Lead the financial planning and forecasting process, providing insightful analysis and recommendations to drive business performance and growth. Develop and implement strategies to optimize profitability and enhance operational efficiency, particularly within time-based billing or relevant sectors. Partner with senior

leadership to evaluate investment opportunities, pricing strategies, and new business initiatives. Oversee the financial reporting process, ensuring compliance with regulatory requirements and providing accurate and timely financial information to stakeholders. Manage relationships with external stakeholders, including investors, lenders, and auditors. Mentor and develop a high-performing finance team, fostering a culture of collaboration, innovation, and continuous improvement. The Requirements: Professional Finance Qualification (e.g. ACA, ACCA, CIMA or equivalent) Proven track record of success in a senior finance role within a fast-paced and dynamic environment, preferably within the media or advertising industry, with demonstrable experience in time-based billing or relevant sectors. Strong financial modelling and analytical skills, with the ability to translate complex data into actionable insights. Demonstrated leadership abilities, with experience leading cross-functional teams and driving organizational change. Excellent communication and interpersonal skills, with the ability to effectively partner and drive change with senior non-finance and financial stakeholders. Strategic mindset, with the ability to think creatively and identify opportunities for growth and value creation.

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