



Rutherford Cross



THE WORKS FACTORY

POSITION PROFILE

Head of Finance



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Distribution



eCommerce & Fulfilment



Online Marketplaces





The Works Factory Ltd is the holding company for a group of businesses - EuroPC Ltd, SkuVue Ltd, Kenkoh Europe Ltd T/A Revs and The Works Factory Estates Ltd.

europc **EuroPc:** One of the largest resellers of brand name, certified refurbished computer products for both home and business customers. Founded in 1997, EuroPC reached number 5 in the Sunday Times fastrack 100, as one of Britain's fastest growing companies. EuroPc trades throughout the UK, Europe and Internationally, from its UK based headquarters. Customers can buy products either online or over the phone from one of their highly trained Account Managers. EuroPc has a simple business philosophy: give customers what they want at the best possible price. They believe refurbished computers play an important part in reducing the environmental impact while saving you money.

SKUVUE **SkuVue:** A blend of professional services, e-commerce development, and end-to-end fulfilment capabilities with comprehensive financial and operational performance reports and analytics, supporting corporate clients looking to deliver augmented services to their customer communities and brands aiming to establish a strong presence on digital marketplaces.

Revs® **Revs:** Design and manufacture a wide range of stylish, comfortable, and affordable reflexology footwear that massages your feet as you walk; which ship globally thanks to agile distribution bases in the USA, UK, Europe, and Australasia. A sophisticated shoe inspired by reflexology, with a purpose to create comfort and joy for the sole, resulting in an addictive and individual experience of curious pleasure and gain.

M ▶ X || M **Maxiim:** Established in 2000, Maxiim is a third party logistics partner to leading consumer electronics manufacturers. Our sophisticated systems are integrated with the leading platforms enabling us to automate and accelerate much of the complex and time-consuming procedures involved, whether supplying retail stores and distribution centers or delivering directly to customers' homes.

TWFESTATES **The Works Factory Estates:** Set up initially to purchase their HQ in East Kilbride, they are building a portfolio of tenanted commercial, multiple occupancy student accommodation and residential property. This is designed to create a balanced portfolio to the group which has trading businesses in retail, distribution, professional services and property.

The business has been performing well and has made some important decisions over the last year around the best structure of the group in order to continue to grow at the levels they are aiming for. They feel they are in a very good place to build on their previous success and add new revenue streams to the group in the future.



Background to Current Opportunity

Due to the current Head of Finance moving on after a significant period of time in post, the Works Factory are keen to recruit a high calibre replacement as soon as possible. This represents an excellent opportunity to join a long established and successful business and become a key member of the senior management team.

The role will directly manage all aspects of finance for the Group and lead a small finance function. With the business being highly entrepreneurial and focused on growth, they are seeking a candidate who wants to be part of their exciting journey and has the drive and motivation to support the company with their future plans.

The Head of Finance role represents an excellent opportunity for a candidate with a desire to support a growing SME and enjoys the exposure that is gained from working closely with the CEO of a company. As well as the standard financial control activities involved in the role, it will offer various project work opportunities and high levels of autonomy. The opportunity to progress to Director level in the future is also on offer.

Key Activities and Responsibilities:

- Overall responsibility for the finance function, including overseeing production of the monthly group management accounts, annual accounts & audit process
- Hands-on management of a small finance team
- Preparation of annual budgets and cash forecasting models
- Financial planning in line with business strategy to enable effective decision making, as required
- Management of the accounting systems, including identifying efficiencies and managing business integrations
- Overseeing payroll & HR matters
- Insurance renewals
- Company Secretarial Duties
- Ensuring clear objectives are set for the finance team and conducting regular 1:1 meetings, to ensure team members operate effectively and grow in their roles
- Involvement in commercial activities – M&A activity



Thoughts on Preferred Candidate

The successful candidate will be a qualified accountant by training, highly proactive and keen to be hands on in delivering a robust finance function. The business is entrepreneurial and the candidate will need to be flexible in their approach and able to work closely with a CEO, as well as being a natural people leader. A willingness to be involved in project work such as systems reviews and implementations, as well as M&A activity, is also key.

Qualifications and Experience

- Qualified Accountant (ICAS/CIMA/ACCA or equivalent) with appropriate post qualification experience
- Previous experience operating at Head of Finance level or equivalent, in a fast-moving business
- Experienced team manager, able to develop and mentor others
- Strong analytical skills - advanced excel skills are essential
- Keen eye for detail; able to review processes, and suggest and drive improvements
- Significant technical skills across a broad range of financial disciplines including commercial finance, financial control, financial planning & forecasting
- Exposure to European VAT/US Sales tax desirable but not essential
- Experienced in system improvements/implementations
- Commercial mindset, able to support growth activities

Teamwork



In a business where collaboration is paramount, where every step in the process is interconnected and everyone depends upon one another, teamwork is a vital element in the pursuit of our shared goals.

Creativity



In such a dynamic marketplace, we are continually presented with new opportunities and challenges. It is our creativity that enables us take advantage of the opportunities, overcome the challenges and drive towards the best possible outcome.

Innovation



The pace of change – in the markets we serve and the products we deliver – is accelerating. Continuously improving our business processes, our skills and our technologies is fundamental to our business and the value we bring to our partners.



An attractive financial package is available commensurate with the background and experience required for the role. In addition to a competitive salary in the region of £50,000 - £60,000 per annum; there is good bonus potential, hybrid working, and the business is open to flexible working i.e. 4 days per week.



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The Recruitment Process

- Initial interviews are with our retained advisors at Rutherford Cross
- First round interviews are with the CEO and Non-Executive Director
- Second round interviews are TBC
- Applications should be sent to Hazel Wynn at Rutherford Cross:
hazelwynn@rutherfordcross.com