



CHIEF FINANCIAL OFFICER

This opportunity is with Mobile Posse (<http://www.mobileposse.com>), the leading provider of content and idle screen advertising in the US. The company recently closed on a \$10 million round of venture capital from top-tier firms and is commercially launched on one carrier with several others pending. The position is in McLean, VA.

The primary responsibility for the CFO is to own the financial reporting and management of the company although, the successful candidate will be required to wear many hats from accounting to HR to forecasting and much more. Initially, this will be a very hands-on position, but that will change as the company grows. Candidates must possess strong leadership and communication skills, impeccable ethics, great attention to detail and have an extraordinary work ethic.

Experience working in a dynamic (i.e. "startup") environment is required as well as a successful track record as CFO of a business from early adoption through market share leadership. If you have a ton of experience in audit or big firm accounting without any venture-backed startup experience, this is not the right opportunity for you. If you seek the challenge of building a market leading company and the spoils that come with success, then we want to hear from you!

RESPONSIBILITIES:

This is a key position in a successful, fast growing company. The CFO will report to the CEO and have significant interaction with the company Board, investors and strategic partners as well as internally with the various departments. Specific responsibilities will change from time to time as the company grows, but at inception will include:

- Build / manage a financial accounting system appropriate for the size, stage and industry of the company.
- Create and own a company dashboard which includes key business metrics.
- Take lead on creating board packages.
- Build / manage budgets and the budgeting process.
- Prepare timely / accurate financial reports including budget variances.
- Oversee the approval and processing of revenue and expenses.
- Own the annual audit.
- Own the cap table.
- Establish and maintain appropriate internal control safeguards.
- Develop and direct the implementation of strategic business and/or operational plans, projects, programs, and systems.
- Negotiate customer contracts and other commercial agreements.
- Recruit, train, supervise, and evaluate department staff.
- But most importantly, be a thought leader; analyze what is working / not working and collaborate with others to repeat / fix.
- And much more as you would expect in a startup!

REQUIREMENTS:

- 10+ years experience in finance, accounting and management.
- Must have at least one prior experience as a CFO at an early-stage venture backed company, preferably with a successful exit.
- Prefer someone with industry experience in advertising (especially interactive).
- Experience with mobile operators or telecom is a plus.
- Experience in strategic planning and execution.
- Knowledge of contracting, negotiating, and change management.
- Knowledge of finance, accounting, budgeting, and cost control principles including Generally Accepted Accounting Principles.
- Knowledge of automated financial and accounting reporting systems.
- Knowledge of federal and state financial regulations.
- Ability to analyze financial data and prepare financial reports, statements, and projections.
- Must have raised venture capital before and have experience working with the board of directors.
- MBA a plus.

Compensation for this position includes, among other things, a base salary, equity options, variable compensation based on performance, and company-paid health insurance.

TO APPLY:

Please email cover letter and resume to cfo@mobileposse.com. Mobile Posse, Inc. is an equal opportunity employer.