

FINANCE MANAGER

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Company: NodeFlair

Location: Ho Chi Minh City

Category: other-general

ROLE AND RESPONSIBILITIES

COMMERCIAL DELIVERY

- Ensure attainment of CBRE target metrics for profitability on GWS client account
- Identify and implement initiatives to enhance EBITDA margin and unlock growth potential
- Implement a value-based pricing approach to maximize contract value
- Conduct quarterly contract reviews or as directed by APAC Commercial team
- Develop a plan to reduce DSO and optimize working capital

BUSINESS PARTNERING & STAKEHOLDER MANAGEMENT

- Act as a strategic partner to the Alliance Director
- Cultivate and manage client relationships at senior levels, both financial and non-financial stakeholders
- Facilitate and present monthly/quarterly forecasts and annual budget processes
- Collaborate with other GWS accounts to identify synergies and optimize delivery models
- Navigate and coordinate within the MATRIX organization, engaging stakeholders across divisions, countries, service lines, and global account leaders

PEOPLE STRATEGY

- Establish a scalable finance operating model that promotes knowledge sharing
- Develop clear succession plans and coverage across all finance roles within the GWS account
- Enhance commercial capability and talent within finance shared services and other finance team members across APAC

Promote a value-based mentality across finance leaders and FM teams in the region
Provide training and development for non-financial stakeholders in Budgeting, financial management, and commercial awareness

FINANCIAL REPORTING

Ensure timely and accurate forecasting for client P&L and corporate P&L
Deliver high-quality financial reporting with fully explained variances, including Flash Submissions, month-end close, business reviews, forecasting, budgeting, etc.
Provide value-add reporting on the portfolio, including meaningful analysis for business reviews
Expertise in navigating CBRE systems, both corporate and client
Develop reports to support regular and ad-hoc business reviews with insightful analysis to facilitate decision-making
Drive initiatives to improve reporting capabilities to meet evolving business requirements

INSIGHTFUL ANALYSIS AND PERFORMANCE MANAGEMENT

Analyze performance vs. target with commentaries, including P/L and KPI management
Provide analysis and commentary on performance metrics like DSO/TWC and Balance sheet by account
Review performance monthly, driving unresolved items and actions
Support performance improvement initiatives such as DSO reduction
Drive continuous improvement plans and support ad-hoc projects like benchmarking

PREFERRED SKILLS

Strong stakeholder engagement and influencing abilities
Experience in contract review and translating insights for wider teams
Performance-driven with the ability to lead by example and set standards
Self-motivated, reliable, proactive, and professional
Adaptability to fast-paced environments
Excellent proficiency in Microsoft Excel, Word, PowerPoint, and ERP systems
Proficiency in written and spoken English; Mandarin proficiency viewed favorably but not essential

ADDITIONAL NOTES: QUALIFICATIONS AND EDUCATION REQUIREMENTS

Proven track record as a senior business partner influencing strategic decisions
Demonstrated ability to influence business with financial data and insights
Experience working in a matrix reporting structure and influencing organizational culture

Strong mentoring capabilities and ability to drive process improvements

BENEFITS

Performance Bonus, Allowance, and others

Bao Viet Insurance, Paid Sick Leave

Free professional Facilities Management Certification Training

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