

## 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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