

Job Title Controller

Job Type Part-time, permanent role

Location Remote, based in Canada

About Salient

Salient Advisory is a boutique global health consulting firm founded in 2020. Our teams, based in Nigeria, Kenya, Canada, and the United States, advise organizations such as the Bill & Melinda Gates Foundation, MSD, the Global Fund, Grand Challenges Canada, and more to improve health systems in Africa. We're deeply involved in tracking the ecosystem of new and innovative health tech companies expanding access to telemedicine, digital counseling, and pioneering supply chain models. Additionally, our team works closely with governments in sub-Saharan Africa to effect regulatory change, further enhancing healthcare delivery. Recognized by leading media outlets, our work has been featured in TechCrunch, CNN, Al Jazeera, Quartz, Bloomberg, CNBC, Devex, Stanford Social Innovation Review, Center for Global Development, the Brookings Institution, and more.

In our first three years, Salient Advisory has seen significant growth. We seek a seasoned, strategic and insightful Controller to professionalize our financial operations, to not only help us maintain financial health, but to drive strategic decisions that balance our growth, profitability, and our mission of global impact.

Job Description

This role offers an exciting opportunity for an experienced finance professional looking to apply their expertise to an innovative consulting firm operating at the forefront of global health. The Controller will report to the Founder and manage all aspects of our financial operations. This includes annual budgeting, forecasting, reporting, risk management, providing strategic insights on business decisions, and overseeing all accounting functions. The ideal candidate will have a strong background in the financial management of management consulting firms, or similar service firms. The role is part-time, and fully remote, with the opportunity to interact with leaders across the business globally.

Responsibilities

Strategic Decision Making

- Developing and monitoring key business performance indicators
- Providing management with information vital to key business decisions, including managing the collection and consolidation of all financial data necessary for an accurate accounting of consolidated business results on a monthly, quarterly and annual basis
- Advise on financial analyses and decision-making regarding capital investments, pricing, contract negotiations, significant costs, benchmarks, compensation and ownership structures, joint ventures, mergers and acquisitions, and more
- Managing the annual budget process, and forecasting

Financial Operations

- Planning, directing and coordinating all accounting operational functions (billing, financial statements, general ledger, cost accounting, payroll, accounts payable, accounts receivable, budgeting, tax compliance, inventory accounting, cost accounting, revenue recognition, and various special analyses)
- Assessing current accounting operations, offering recommendations for improvement and implementing new processes
- Evaluating accounting and internal control systems
- Evaluating the effectiveness of accounting software (QuickBooks) and supporting database (currently Excel), as needed
- Overseeing regulatory reporting, including tax planning and compliance
- Coordinating and preparing internal and external financial statements
- Coordinating activities of external auditors, as needed
- Manage the relationship with our external accounting firm and be the primary point of contact

Qualifications

- CPA or CMA license required
- A minimum of 5 years of experience as a controller or finance director in a services firm (law, accounting, consulting, etc) ***with a strong preference for previous experience in the financial management of consulting firms***
- In-depth knowledge of corporate finance and accounting principles, laws, and Generally Accepted Accounting Principles (GAAP)
- Proven expertise in financial analysis, forecasting, and strategic planning
- Expert in MS Office and QuickBooks
- Excellent analytical, strategic planning, and problem-solving skills
- Outstanding organizational and leadership skills, with an ability to manage multiple tasks and projects
- Excellent communication and interpersonal skills, with an ability to present complex financial data in a clear manner
- Bachelor's degree in Business, Accounting, Finance, or related field

Other

Our team's diversity is fundamental to the depth and quality of our work. We acknowledge the historical exclusion of African leaders and women in global health and strive for equity within our company, partnerships, and client engagements. We encourage applicants of all races, ethnicities, cultures, ages, genders, sexual orientations, gender identities and expressions, languages, social classes, marital statuses, religions, veterans statuses, and disabilities to apply.

We are a **fully distributed** global team. We do not have a head office and most staff work remotely. Authorization to work in Canada or the United States is necessary.

All Salient staff, regardless of location, have salaries benchmarked against role categories equivalently. Compensation for this part-time role is competitive and commensurate with experience. We offer paid time-off, a health insurance stipend, work-from-home stipend, paid sick leave, paid parental leave and more.

How to Apply

To be considered for this role, please [upload your CV to this link](#).