

# SONANCE

## Director of Finance

### About Us

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Sonance was started in 1983 by two founders, Scott Struthers, and Geoff Spencer. They recognized the need for a groundbreaking new audio solution. At the time, no product or system existed that could deliver unsurpassed acoustic performance with minimal visual intrusion. It was this revelation that led them to invent the category of architectural speakers.

The company is independently owned and operated in San Clemente, California. When it comes to speakers, the company has an unmatched reputation and continues to explore and innovate aesthetically-conscious home and business technology solutions that go far beyond sound.

The company focuses on four core principles:

- Create Products that are designed to disappear
- Cultivate authentic partnerships
- Build upon their strong heritage of innovation
- Make the world a better place

Our company is growing quickly - both organically and through acquisition. We recently completed an acquisition and now has manufacturing and distribution in Minden, Nevada. Our revenues are middle market in range and has more than 220 employees.

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### Possible Interview Contacts

**Chief Financial Officer - Patrick McGaughan**

<https://www.linkedin.com/in/patrick-mcgaughan-4424794/>

**Vice President of Human Resources - Gigi Dryer**

<https://www.linkedin.com/in/gigi-dryer-8176462/>

**Founder - Scott Struthers**

<https://www.linkedin.com/in/scott-struthers-73b29012/>

**Founder - Geoff Spencer**

<https://www.linkedin.com/in/geoff-spencer-5767696/>

**Selection of Peers** - may include individual leaders in Accounting, Sales, IT and Operations

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## Position Summary & Requirements

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The Director of Financial Planning and Analysis is a new position due to growth. This position will serve as an "individual contributor" role but will ultimately lead a staff of one to three analysts as the company grows and builds its infrastructure.

The Director of Financial Planning and Analysis will be responsible for the development and execution of the financial analysis function for the company. The role develops and maintains financial models driven by KPIs to support existing forecasting, internal and external financial reports, product initiative analysis, pricing quotations and M&A analysis.

## Essential Duties & Responsibilities

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- Oversees the planning process to ensure budgets are coordinated amongst entities and departments and completed on-time with senior management approval
- Provides company-wide coordination to develop annual budgets that clearly define and measure company strategies
- Prepare and update as necessary a current year financial forecast by entity
- Participates in the strategic planning process and product initiative reviews
- Demonstrates thorough understanding of the business and systems
- Demonstrates the ability to identify, clarify and resolve business issues as they arise
- Provides actionable and measurable analysis to support business needs and drive decision-making
- Develops insightful reports that are utilized by internal customers
- Reviews Capital Expense Authorizations and oversees post-audit analysis of significant projects
- Reviews monthly financial performance versus budget and prior year
- Responsible for the deployment of staff resources when appropriate (either future departmental staff or cross functional projects)
- Plans, supervises, and executes month-end financial activities which includes closing reporting and reconciliation of operating results
- Provide ongoing support for Sales Channels and Product Marketing Teams
- Responsible for sales reporting accuracy
- Responsible for the financial analysis to support S&OP and BOD presentations

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## Education, Skills & Experience

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- Bachelor's Degree in Finance or Accounting from an accredited university. CPA, MBA, or CMA highly preferred.
- Seven+ years in finance/ accounting; 3+ years in a management/self-directed role
- Consumer goods industry experience required, manufacturing experience highly desired
- High level of proficiency in Excel and PowerPoint - demonstrated ability to leverage business management and analysis software for decision making purposes
- Must have high energy, excellent communication skills and possess a very strong sense of urgency
- Must be comfortable working in a fast paced, high-performance environment - ability to multitask
- Must have demonstrated ability of building systems and processes from scratch - but not only be a fixer but a builder
- High level of initiative