



Job Title: Head of Strategic Finance

Location: Brooklyn, NY

Reports to: CFO

THE ROLE

Gotham Greens is seeking an experienced and passionate head of strategic finance to work closely with our leadership team to help with the planning, management, and execution of a variety of core initiatives. The position will be expected to work on a multitude of projects that can range from new market incubation and growth strategies; to participating in the analysis and execution of equity, debt, and M&A opportunities; to pricing and sales strategies. The candidate will be a versatile member of our team who will lead financial modeling; business analytics; and planning, reporting, and analysis to help the business achieve its short-term and long-term goals of continued profitability and growing revenues. In addition, the head of strategic finance will provide insightful data-driven recommendations to leadership, enabling them to work most effectively with internal and external stakeholders. The ideal candidate will work cross-functionally across the entire organization to understand all aspects of Gotham Greens, leveraging an analytical mindset and knowledge of operational insights to develop, implement, and advise on strategic initiatives for the CFO and organization.

The ideal candidate is passionate about innovative, sustainable development and embraces Gotham Greens' core values and mission of contributing to a better food system. This is an opportunity for an enthusiastic, self-motivated, and highly organized leader to contribute to the success of a rapidly growing, innovative company helping to improve the 21st century food system. The position is based in New York with opportunities to transfer to other company locations in the future. Travel required.

AREAS OF RESPONSIBILITY

- Collaborate with internal stakeholders across the company to plan and execute long- and short-term goals and instill ROI-driven decision making
- Actively participate with corporate development team in all aspects of new business opportunities, including M&A, debt and equity fundraising, special projects, and deal support
- Partner closely with various business units to develop financial and operational forecasts, targets, cost/benefit comparisons, and measure the financial performance of existing operations, expansion efforts, and new products
- Lead the company's short- and long-term operational and financial forecasting including development of annual budget and ongoing forecasting
- Support the structuring of key business development and supply chain arrangements
- Build sophisticated financial models from scratch based on a deep understanding of our unit economics
- Monitor operational and financial results across relevant KPIs and assist in mapping performance back to our global P&L, balance sheet, and cash flow



- Provide strategic guidance and decision support to CFO and senior leadership through research, analysis of information, and clear presentation of considerations
- Employ a broad skill set and a cross-functional perspective to work on ad-hoc projects; fill gaps for special projects across the company
- Partner with Accounting and support Business Operations and provide high-level administrative support, as needed
- Lead all financial modeling, including for strategic planning, new market exploration, M&A acquisitions, and capital raises
- Evaluate existing KPIs and identify essential metrics to track; build out the planning reporting and analysis process for all such metrics and work with additional team members to implement
- Support and build cross-functional relationships with key partners across the organization, helping to motivate teams and individuals to achieve goals by keeping a pulse and feedback loop on the company

QUALIFICATIONS

Requirements:

- Minimum 3-5 years' experience in a top-tier investment banking, private equity, or similar firm, required.
- Bachelor's degree in business, finance, accounting, or economics required with strong academic performance
- Master's degree in business administration or relevant field preferred
- Proven track record of partnering effectively with cross-functional teams or projects
- Exceptional communication, presentation, and influencing skills and the ability to manage multiple projects simultaneously
- Experience working effectively with high-level leadership and multiple levels of internal and external stakeholders
- Superior analytical and problem-solving capability; ability to think strategically and creatively
- Excellent program/project management, organization, and leadership skills
- A self-starter with an ability to excel in a dynamic, ever-changing environment
- Computer skills required: Microsoft Office, advanced proficiency in Excel and financial modeling, PowerPoint

The ideal candidate:

- Hyper organized but also flexible; outstanding execution and problem solving
- Innovative, resourceful and efficient with resources
- Exceptional emotional intelligence and relationship building
- Reliable and highly motivated with a creative flair and lively personality
- Passionate commitment to the company vision—sustainability and creation of a better food system
- Appreciation to principles of sustainable agriculture and food



WHO WE ARE

Gotham Greens is a global pioneer in urban greenhouse agriculture and a leading consumer brand of premium-quality local produce and fresh food products. Gotham Greens' produce is grown using ecologically sustainable methods in technologically-sophisticated, climate controlled, urban greenhouses. Gotham Greens provides its diverse retail, restaurant, and foodservice customers with a local, reliable, year-round supply of salad greens, herbs and fresh food products grown under the highest standards of food safety and environmental sustainability. The company operates more than 180,000 square feet of greenhouse across five facilities in New York and Chicago and currently has 500,000 square feet of greenhouse under development in five US states. Gotham Greens was founded in 2009 in Brooklyn, New York.

We are farmers that live in apartments. Our team is hard working, supportive, and passionate about sustainable urban agriculture. We work to create an environment that is caring, fun, and collaborative.

Gotham Greens is proud to be an Affirmative Action/Equal Opportunity Employer. We thank all applicants in advance for their interest in this position, however, only those selected for an interview will be contacted.



**GREENHOUSE
GROWN**



**PESTICIDE
FREE**



**SUSTAINABLE
AGRICULTURE**



**URBAN
FARMING**



**PREMIUM
QUALITY**

gothamgreens.com

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