



Job Opening

Global Revenue Manager / Deputy Head of Finance (m/f) Finance Department

The Mission

FSC is the world's most trusted sustainable forest management solution. Through our certification work, we ensure that commercial forests and forest products are managed responsibly, delivering positive impacts for markets as well as forests and the people and animals who rely on them. For more information on FSC, visit our website at <https://ic.fsc.org/>.

Through our certification activities, FSC generates a continuous revenue stream, which is what enables us to fulfill our mission. FSC seeks an experienced Global Revenue Manager / Deputy Head of Finance to manage all our incoming revenue, as well as the processes surrounding revenue-generating activities. The position reports primarily to the Head of Finance, with a secondary reporting relationship to the Market Development Director.

The Role

The objective of this newly-established role is to design and guide the strategy used to manage FSC's revenue streams. You will establish world-class processes and harness a range of data sources to prepare and support strategic and operational decision-making for senior management. You will work with every part of FSC's global operations, as well as external stakeholders and service providers. In addition, you will work closely with the Head of Finance to support and lead our global finance operations.

Your tasks will be varied, and will include:

- Overseeing and ensuring proper invoicing processes across the organization;
- Analyzing certificate holders' pricing and fee structures;
- Developing recommendations for pricing structures for all of FSC's revenue streams;
- Monitoring global revenue structures and trends in light of legal and tax requirements;
- Supporting membership analysis, pricing and invoicing;
- Acting as a deputy for the Head of Finance; and
- Other tasks as needed.

Your Profile

You must demonstrate the following qualities:

- Education and Training:
 - University degree in a relevant field.
 - Chartered accountant or CPA or equivalent, current or in process, desired. **FSC is willing to support a candidate who has not yet completed certification in pursuing this qualification.**



- Working Experience, Style and Skills:
 - 3-5 years of relevant experience, ideally in an auditing firm or similar setting.
 - Strong analytical skills and affinity for working in a data-driven environment.
 - Excellent communication skills, particularly experience in an international context.
 - Ability to represent FSC through exemplary personal and professional attitude and conduct.
 - Service orientation, strong interpersonal skills, and a positive attitude.
 - Some additional background in consulting would be advantageous.
 - Experience in a commercial setting, including knowledge of pricing drivers and revenue strategies, would also be advantageous.
- Languages:
 - Excellent written and spoken English is required.
 - Fluency in Spanish is highly desirable; knowledge of German is a plus.
- Others:
 - Commitment to FSC's mission and values.
 - Demonstrated cultural awareness and sensitivity to the diversity of values, views and approaches to issues relevant to the FSC system by stakeholders around the world.

What we offer:

FSC offers an attractive salary and benefits, including flexibility in terms of working hours. The position will be full time (40 hours per week – potentially negotiable) and is located in Bonn, Germany. In addition to its world-class museums, thriving cultural institutions, and easy access to the outdoors, Bonn is a family-friendly city with good schools and a solid support structure.

To the right candidate, this position offers a unique opportunity to gain high-level experience managing the financial structure of a complex, mission-driven organization, and to grow professionally in an exciting international environment.

How to Apply:

Please send your motivation letter (including your salary expectation) and your CV in English as email attachments to Recruitment_2017_39@fsc.org

Please do not send any photos and make sure to include “**Global Revenue Manager / Deputy Head of Finance (m/f) - Your Name -2017**” in the subject line of your email. The deadline for applications is 13 November 2017.

We are looking forward to receiving your application!

The FSC HR Team