



MARYMONT GROUP

**The Marymont Group**

Annapolis,  
Maryland

New York,  
New York

Basel,  
Switzerland

Frankfurt,  
Germany

**Confidential Position Specification**  
**\$2 Billion Aerospace and Defense Company**  
**Chief Financial Officer**



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## CONFIDENTIAL POSITION SPECIFICATION

**POSITION:** Chief Financial Officer  
**SECTOR:** \$2 Billion Aerospace and Defense Company  
**LOCATION:** Washington, D.C. Area  
**REPORTS TO:** Chief Executive Officer

## COMPANY BACKGROUND

We have been retained to recruit a Chief Financial Officer (CFO) for a \$2 billion Aerospace and Defense company. Our client is a leading provider of Systems Engineering and Technical Assistance (SETA), Training and Operational Support services for the Department of Defense (DoD) and other U.S. Government agencies, as well as civil and international customers. The Company has approximately 10,000 professionals in more than twenty-four operating locations.

## POSITION SUMMARY

The CFO will report to the CEO and serve as a key member of the senior management team. S/he will be responsible for proactive financial management of the corporation, as well as reporting, control, tax and pension investments, audit, supply chain, administration and financial aspects of corporate development decisions on acquisitions, divestitures and other major transactions.

## RESPONSIBILITIES

Key responsibilities for the CFO will include the following:

- Serves as a business partner to the CEO, and provides direction and leadership for financial business planning including strategic focus on operating cost efficiencies and asset resource deployment.
- Defines performance objectives and competencies to improve overall controls, efficiencies and strategic direction for this key function.
- Maintains the integrity of financial information by establishing appropriate systems and controls and by communicating effectively within the company, to the Board, and to the investment community.
- Ensures the company is in full compliance with all regulatory requirements (SEC, Sarbanes-Oxley, tax, government reporting, etc.)

## POSITION REQUIREMENTS

Candidates for this position should have a strong record of accomplishment in managing proactive financial functions combined with a demonstrated capability of functioning as a strategic partner with senior operating management. S/he must perceive the finance function as an integral contributor to the success of the organization and must be accustomed to taking the lead in devising and implementing innovative solutions to management problems. This presupposes a deep appreciation for and understanding of the essential elements of the business and the various phenomena that drive them.



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The successful candidate should have a minimum of 15 years experience with an undergraduate degree and MBA and/or CPA preferred. S/he should have operated as a business partner at the most senior level and demonstrated progressive positions of greater responsibility through control, treasury, or operations to become the Chief Financial Officer of a publicly listed, multi-unit international corporation.

S/he preferably will have been involved in an organization evidencing growth and success and demonstrated the ability to lead and maintain a world-class global financial organization, providing the lowest cost of capital with the greatest financial flexibility. The successful candidate will have the stature and personal skills required to serve as a partner to operational heads. In addition to having outstanding management and financial skills, the CFO will also have demonstrated solid strategic and managerial instincts in earlier positions.

Key competencies for this position are:

- Background in a highly regarded aerospace and defense business would be a plus.
- S/he must be an innovative, strategic thinker and planner with the ability to create and communicate a vision for the future and translate it into clear strategies and specific priorities.
- Must be results-oriented in setting and pursuing aggressive goals, demonstrating a strong commitment to organizational success and marshaling resources to accomplish projects.
- Individual record must include experience in dealing with the forces external to a corporation, e.g., the investment community, analysts, etc., and demonstrated success in dealing at the Board level.

He/She should be able to think strategically about the business and provide evidence of capability and experience not only to manage this responsibility but also have significant potential for future advancement. The new Chief Financial Officer must be a strong leader and team builder with an energetic management style and be accustomed to working in a fast paced, intellectually challenging environment.

From a personal standpoint, s/he should possess self-confidence, be a keen assessor of people, have outstanding analytic and communications skills and have the ability to function effectively as a key member of the management team. Other personal characteristics, which are essential for this position, include a very high level of personal integrity, intelligence, drive and ambition.

### COMPENSATION

The Company offers a competitive compensation package plus comprehensive benefits and a relocation package.

### MARYMONT CONTACTS

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## ABOUT THE MARYMONT GROUP

The Marymont Group is a global retained executive search firm offering innovative, first-class leadership solutions to the aerospace and defense sectors. Combining deep industry knowledge and a wealth of experience consulting and advising major corporations, our demonstrated results are unsurpassed in the market place. With major offices in North America and Europe, we are an industry-leading firm with a global footprint. Visit us at <http://www.marymont.com>.