

Finance & Accounting Core Competencies



Technical Accounting	Management Reporting	Systems	Budgeting, Forecasting, Planning and Analysis	Treasury	Mergers & Acquisitions
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| <ul style="list-style-type: none"> ◆ General accounting ◆ Closing books ◆ AP & AR ◆ Compliance | <ul style="list-style-type: none"> ◆ Annual and/or quarterly financial performance ◆ Define strategic financial goals and objectives ◆ KPI management | <ul style="list-style-type: none"> ◆ Enterprise Resource Planning (ERP) ◆ Business Intelligence tools | <ul style="list-style-type: none"> ◆ Annual Operating Plan ◆ Short- and medium-term strategic forecasts ◆ Revenue planning ◆ cost control | <ul style="list-style-type: none"> ◆ Cash management and forecasting (13 weeks, 26 weeks and 52 weeks) ◆ Capital planning and allocation ◆ Lender relationships (external); debt management | <ul style="list-style-type: none"> ◆ Financial due diligence; quality of earnings ◆ Target identification ◆ Postmerger integration and assessment ◆ Exit; selling a business |
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Typical **CFO** capabilities (dark green = strong performance; light green = weaker performance)



Typical **FP&A** capabilities



Typical **Controller** capabilities

