



Career Opportunities

Title: Senior Business Consultant – Accounting & Finance

Location: We are based in the Jupiter/Palm Beach Gardens area but all of our consultants perform their work on-site with clients or work remotely.

Qualifications:

The ideal candidate will have at least ten (10) years of progressive experience within a broad range of accounting and finance environments, preferably including private equity. Previous consultancy experience is helpful but not required. Must possess at least one and preferably two of the following: CPA, MAcc, MBA. Previous hands-on experience implementing and/or integrating accounting and financial reporting systems and processes. Proven manager-level experience in an accounting firm and/or a corporate accounting/finance department. High-level competency with Microsoft Excel (e.g. advanced database/financial functions and formula-building). Experience with QuickBooks as well as cloud-based GL systems (NetSuite, Dynamics, etc). Experience working with external auditors. Strong verbal and written (e-mail, memos, PowerPoint) communications skills with clear understanding of client requirements and ability to patiently & effectively communicate with a broad range of personality types and competency levels. Ability to leverage intelligence and common sense to assist clients beyond core expertise. Confident self-starters with affable, humble personalities are highly coveted.

Typical Client-Facing Responsibilities:

- Analyze accounting process, identify issues and perform research on all solutions to ensure efficient workflows.
- Review/prepare journal entries and ledger accounts and ensure reconciliation of statements according to US GAAP.
- Prepare balance sheets, income statements, cash flows and provide support to external auditors and/or professionals.
- Implement standardized monthly financial reporting packages and integrate with client GL/reporting systems.
- Forensic accounting and cleanup of historical financials to align with quality of earnings analysis.
- Convert clients from cash basis accounting to accrual/GAAP.
- Develop a month-end closing checklist and move clients from perpetual to 10-day close (or better).
- Evaluate suitability of existing accounting systems and recommend enhancements/changes as applicable.
- Evaluate skillsets and competency of accounting and finance staff and recommend upgrade opportunities.
- Develop various online/offline systems to improve efficiency of accounting processes.
- Collaborate with client project teams on operational systems implementations to ensure integration with accounting.
- Perform/assist with inventory assessments and valuation performed internally and by third party professionals.
- Develop internal control programs and maintenance program for same.

Internal Responsibilities:

- Prepare monthly billing support schedules for each service client.
- Submit regular reports & communication to Sapient leadership regarding status of each client engagement.

About Us:

Sapient Management Resources LLC is a boutique management consulting firm founded in 2016. Our primary client base consists of private equity firms and family offices and we work with and on behalf of those firms' respective portfolio companies and management teams to deliver extraordinary service in the areas of accounting, finance, operations and human resources. We provide interim management services (CFO, COO, Controller, HR), integrate the people/processes/systems associated with acquisitions, lead and assist with systems implementations, perform project work and generally search for every possible way to add as much value to our clients as we can and ensure their complete satisfaction with our service.

Please email resume to: randal@sapientmanagement.com (NO PHONE CALLS PLEASE)