

Job Description: Director, Mergers & Acquisitions and FP&A

We have a very exciting opportunity for a Director, Mergers & Acquisitions and FP&A at Vision Government Solutions ("Vision"). This person will report directly to the company's Chief Financial Officer. We are offering a great opportunity to join Vision at a time of exciting change and growth, including the pursuit of acquisitions.

What is Vision Government Solutions?

Since 1975, Vision Government Solutions is a leading government technology firm providing cutting-edge software to the public sector throughout the United States. Today, more than 430 communities are part of the Vision family. We have earned our reputation for innovation by establishing long-term relationships, delivering the fastest software & services projects, and providing software products that are leading the digital future of assessing. Vision Government Solutions is owned by Rubicon Technology Partners, an operationally focused private equity firm. Learn more at www.vgsi.com

Job Description:

This high-profile position will take ownership of all financial planning and analysis at Vision, as well as be the leader of Vision's M&A activities, working alongside the top executive team throughout the full acquisition process from sourcing through deal execution to ongoing integration efforts.

Strong analytical skills and attention to detail are essential as is the ability to work well as part of a team. The candidate should be a highly motivated individual with a strong academic background and the drive to learn and produce results. An entrepreneurial orientation supported by excellent people and organizational skills should help enable the candidate to contribute meaningfully to propelling company growth.

Fundamental Duties:

- Provide leadership across the company's M&A activities from initial evaluation through deal execution to post-deal integration activities
 - Conduct industry research and competitive analyses in support of potential acquisitions
 - Lead due diligence meetings with potential acquisition targets
 - Provide business and financial due diligence analyses of various aspects of acquisition targets' financials, customers, sales, costs, and operations
 - Coordinate outside professional advisors' due diligence activities in support of acquisitions
 - Coordinate with various internal stakeholders at Vision on specific functional-level due diligence workstreams and post-deal integration efforts
 - Monitor and be responsible for key post-deal integration activities, including synergy goals
 - Provide Board of Directors level reports and presentations in support of acquisitions
- Take ownership of all financial planning and analysis
 - Help develop Vision's annual financial plan in collaboration with the company's leadership team
 - Conduct variance and forecasting analysis on a monthly and quarterly basis
 - Prepare scenario analyses on an ongoing basis
 - Identify and track key business KPIs
 - Prepare the monthly and quarterly financial reporting to the company's leadership team and Board of Directors including the monthly financial statements, project margin reports, utilization reports and monthly forecast
 - Proactively identify issues and opportunities to guide the company's decision-making process

- Review and analyze internal financial data to identify issues, opportunities and trends including product or service profitability, productivity, and return on investment
- Compile the weekly cash forecast

Skills and Knowledge:

- Bachelor's degree in Finance, Accounting, Business or Economics with a focus on quantitative skills
- Minimum of 6 to 10 years total experience relevant to this role, including in-house FP&A / M&A experience and possibly strategic consulting, banking, or investing
- Experience having worked on numerous successful M&A transactions from start to finish
- Excellent and proven analytical skills
- Strong attention to detail
- Strong communication and organizational skills
- Demonstrated ability to define, analyze, research, and communicate issues
- Ability to handle multiple projects and tasks, and to prioritize tasks, in a fast-paced environment
- Demonstrated abilities as a critical and strategic thinker
- Proficiency with Microsoft Word, PowerPoint, and advanced Excel skills, including experience with complex financial spreadsheets
- Ability to work with Company's Executive management
- Must be a self-starter
- Ability to work independently and as a part of a team

Company Benefits:

- 401(k) plan with employer match
- Dental insurance
- Health insurance
- Paid time off
- Vision insurance

Vision Government Solutions, Inc. is an Equal Opportunity Employer

Please send all resumes to Jessica DeRubbo at jderubbo@vgsi.com.