



Advancing Leadership Success

**Chief Financial officer/ Executive Vice President  
Greater New Jersey Area**

**SUMMARY**

Our client, established in 1935, is searching for a Chief Financial Officer (CFO) to fill a position with a well-established, financially sound credit union located in the greater New Jersey area. Our client offers a strong positive culture with an inspiring and supportive executive team alongside a motivated staff. True teamwork, along with strong growth objectives, is evident throughout the credit union, as well as the desire to do well and provide quality service to its members.

Reporting to the Chief Executive Officer/President, this role is responsible for providing strategic leadership for a progressive credit union by working with the Management Team to establish long-range goals, strategies, plans and policies. The CFO will be looked upon to improve operations as the client transitions to a remote service delivery operating platform. She/he is a member of the Executive Team and will Chair ALCO, and provide infrastructure and support to the Credit Union Service Organization (CUSO) which is a Registered Investment Advisory (RIA) business and as well as the credit union's Foundation (V.O.I.C.E Foundation).

**CULTURE**

Top line operational growth and engagement is our client's primary focus supported by the operational efficiency of the remote servicing environment. With a multiple common bond charter, our client is focused on how to creatively and consistently engage the numerous employer populations they serve throughout the US. They are known for being "different" in the industry; therefore they are looking for a specific type of individual to help them expand their culture. This individual must be operational solid with a vision for the future and an entrepreneurial spirit. The successful candidate will possess keen analytical and leadership skills, and will champion core values and organizational culture. Our client's team is youthful in its thinking, energetic in its actions and is committed to learning. They are looking for a candidate with the right mindset that is willing and able to take on a challenging role as their business evolves.

**ESSENTIAL DUTIES AND RESPONSIBILITIES:**

- Plan, develop, organize, implement, direct and evaluate the organization's fiscal function and performance.
- Analyze and oversee the organization's investment strategies, asset liability management, cash-flow management, financial variance analysis, capital expenditure planning, cost management/reduction strategies.
- Experience with managing the company's Fixed Income Portfolio including Asset Liability, Liquidity Management, and Interest Rate Risk.
- Evaluate and advise on the impact of long-range planning, introduction of new programs/strategies and regulatory action.
- Develop and present pricing structures for loan and deposit products to Pricing Committee.
- Develop credibility for the finance group by providing timely and accurate analysis of budgets, call reports, financial reports and financial trends in order to assist the Board and CEO in performing their responsibilities.

- Enhance and/or develop, implement and enforce policies and procedures of the organization by way of systems that will improve the overall operation and effectiveness of the corporation.
- Provide technical financial advice and knowledge to others within the financial discipline.
- Drive the continual improvement of the budgeting process through education of department managers on financial issues impacting their budgets.
- Provide strategic financial input and leadership on decision-making issues affecting the organization; i.e., evaluation of potential alliances acquisitions and/or mergers and pension funds and investments.
- Optimize the handling of other financial and deposit relationships and initiate appropriate strategies to enhance cash position.
- Actively lead and participate in the Strategic Plan Process.
- Develop a reliable cash flow projection process and reporting mechanism that includes minimum cash threshold to meet operating needs.
- Oversee the established Process Documentation initiative as well as provide the organization with their periodic financial evaluations as part of the strategic planning process.
- Be an advisor from the financial perspective on any contracts into which the CU may enter.
- Evaluate the finance division structure and team plan for continual improvement of the efficiency and effectiveness by developing of departmental metrics.

## REQUIREMENTS

- A commitment to learning is key to the success of this position therefore a Master’s degree, CPA (Active), CMA, or CGMA are also, strongly preferred.
- Prior Bank of Credit Union experience strongly preferred.
- 10+ years of progressive business experience.
- 5 - 7 years supervisor experience. Demonstrated ability to lead people and drive results through others.
- Well versed in accounting principles, GAAP, ALM, pricing strategies, and financial systems.
- Strong operational background with a vision for the future.
- A proven team player, with experience managing and developing subordinate staff
- Strong background of leading high-performances teams.
- Proven skills in measuring performance and reporting results.
- Strategic planning a must with the ability to plan and execute on multi-year strategic growth plans.
- Excellent interpersonal, communications and presentation skills.
- Possess problem analysis and resolution skills at both a strategic and functional level.
- Mastery level knowledge of Microsoft Suite (Excel, Word, Project)

Please submit your confidential resume to [resume@ddjmyers.com](mailto:resume@ddjmyers.com) with “CFO – NJ” in the subject line. You may also visit us online at [www.ddjmyers.com](http://www.ddjmyers.com) or call us (800) 574-8877.