



## Vice President of Finance

### About Marqii

Marqii is a fast-growing B2B SaaS company revolutionizing how businesses manage and optimize their digital presence. With a strong focus on empowering clients in the restaurant and hospitality space, we provide tools for managing menus, reviews, and online listings seamlessly. As we scale beyond \$5M ARR and continue our growth trajectory, we're seeking a strategic and dynamic Vice President of Finance to lead our financial operations and support our next phase of expansion.

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### Position Summary

The Vice President of Finance will play a critical role in shaping Marqii's financial strategy, ensuring sustainable growth, and positioning the company for future success. Reporting to the CEO, the VP of Finance will oversee financial planning and analysis, accounting, fundraising efforts, and key operational processes. This role is ideal for a seasoned finance leader with experience in SaaS, a deep understanding of subscription-based revenue models, and a passion for scaling organizations.

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### Key Responsibilities

#### Strategic Leadership

- Partner with the CEO and leadership team to develop and execute the company's financial strategy in alignment with business goals.
- Drive strategic decision-making by providing insights into key SaaS metrics such as ARR, CAC, LTV, churn, and unit economics.
- Support growth initiatives, including international expansion, new product launches, and partnerships.
- Responsible for owning quarterly reporting for board meetings.

#### Financial Planning & Analysis

- Lead annual budgeting, forecasting, and long-term financial planning processes.
- Build and monitor dashboards to track financial performance and SaaS KPIs, providing actionable insights.

- Perform scenario analyses to evaluate opportunities, risks, and financial implications of strategic decisions.

### **Accounting & Compliance**

- Oversee accounting processes, ensuring compliance with GAAP and SaaS revenue recognition standards (ASC 606).
- Manage audits, tax filings, and compliance with relevant regulations.
- Establish and maintain robust financial controls and reporting systems.

### **Capital Management**

- Collaborate with the CEO on capital planning and fundraising efforts, including Series B fundraising.
- Build relationships with current and potential investors, presenting financial updates and growth strategies.
- Ensure effective cash flow management to support operational needs and strategic investments.

### **Operational Excellence**

- Optimize billing, collections, and financial operations for efficiency and scalability.
- Work closely with sales and customer success teams to align financial processes with revenue-generating activities.
- Develop and mentor a high-performing finance team.

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## **Qualifications**

- **Experience:** 7+ years in finance, with at least 3 years in a leadership role in a SaaS, subscription-based company or VC.
  - **Education:** Bachelor's degree in Finance, Accounting, or Economics; MBA or CPA preferred.
  - **SaaS Expertise:** Deep understanding of SaaS metrics, revenue models, and financial benchmarks.
  - **Fundraising:** Proven track record of supporting venture fundraising efforts, including preparing financial models and investor decks.
  - **Technical Skills:** Proficiency in financial tools (e.g., QuickBooks, NetSuite) and SaaS analytics platforms.
  - **Leadership:** Strong leadership and communication skills, with the ability to influence and inspire cross-functional teams.
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## Why Join Marqii?

- Be a pivotal leader in a growing company poised to disrupt its industry.
- Collaborate with a passionate, innovative team dedicated to making an impact.
- Competitive compensation, equity opportunities, and benefits package.
- Flexible, remote-first work environment with opportunities for professional growth.

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**Salary** \$175k Annually (negotiable for a candidate with significant relevant experience)

Health/vision/dental Insurance

401K

WFH stipend

Distributed working environment or NYC office

Unlimited PTO

Yearly in-person events

### **Application Instructions:**

If you're a finance leader excited to help scale a dynamic B2B SaaS company, we'd love to hear from you. Apply by submitting your resume and a cover letter outlining your relevant experience and vision for Marqii to [people@marqii.com](mailto:people@marqii.com).