

# Senior Business Controller EMENA

## Your Contribution

As the Senior Business Controller for the Region Europe, Middle East, and North Africa, you will be responsible for the P&L together with the COO. You should be seen as the second in command. You will operate as a full sponsor of various projects, acting as a challenger, financial advisor, and business driver. You should be able to replace the Chief Operating Officer in all aspects when needed. You are a true business partner, demonstrating the added value of the finance function while challenging the existing organization from an external perspective. You are part of the EMENA management team. Colleagues are often located at different locations and continents. Reporting to the CFO you should be seen as the possible replacement of the CFO.

**Job Title:**  
Senior Business  
Controller EMENA

**Department:**  
Finance & Control

**City:**  
Joure

## Specifically, your main tasks include:

- Leading and developing new business areas to the next stage of their development.
- Sponsoring and managing various projects, providing financial advice and driving business initiatives.
- Influencing business development turnover of around €400 million across several regions.
- Managing project costs ranging from €0.2 million to €10 million, overseeing multi-year budgeting processes and milestones.
- Realizing Gross Margin, OPEX, and EBITDA targets, analyzing quarterly reporting, and providing early warnings for projects and entities.
- Designing and adjusting sales reports, ensuring the effectiveness of major investments.
- Networking internally and externally.
- Supporting project leaders.
- Managing two direct reports.

## Your Profile

You have a background in business with high-level coaching and training skills. You can handle multiple deadlines for different phases of several projects, acting like a "fast-playing chess player on different board games." You can manage multiple project deliverables, quality issues, and the pressure from several project leaders. Your leadership, coaching, and motivation skills make you confident, a team player, and someone with an overall positive and optimistic outlook. You are calm and tough, flexible in thinking to find creative solutions while monitoring and analysing, and able and willing to work with different cultures and disciplines.

## Additionally, you have:

- A master's degree in business administration/finance, preferably with RC or RA qualification.
- 10-15 years of international working experience, with at least 5-10 years in business control or CFO roles, preferably in the operations of a multinational company in Agri/Food.
- Knowledge and experience of financial accounting (Dutch GAAP and IFRS), reporting processes, operational controlling, and cash management.
- IT literacy, with excellent to superior MS Excel knowledge and business data analysis tools is a must.
- Experience in M&A with multiple deals as also joint ventures is a valuable addition.
- Full understanding of legal issues related to joint ventures (i.e., compliance, M&A, shareholders resolutions) and the ability to translate these legal issues to

business contexts and vice versa.

- Able to connect and build bridges to align interests of finance and business.
- Able and willing to work with different cultures and disciplines.
- Good command of both spoken and written English. Dutch and at least one other Western European language is desirable.

### **What We Offer**

A challenging and influential position within an internationally operating organization, where you can fully utilize your financial expertise and leadership skills.

### **Additionally, we also offer:**

- A position in an international environment within a healthy and growing organization
- The possibility to work hybrid. We expect you to be partly present at the office, but you have the freedom to work from other locations
- A fully HZPC-paid pension, allowing you to focus on your future without worries;
- 33 days off based on a 40-hour workweek;
- A 13th month salary, paid out monthly for extra financial security;
- A place in a dynamic international organization with diverse opportunities for career and personal development;
- An additional reward in the form of our variable bonus, paid out every November based on achieved objectives;

### **About HZPC**

Founded in 1898 and rooted in the Netherlands, HZPC has become a global market leader in innovative breeding, seed potato trading and concept development. Our ambition is a sustainable growth. We offer innovative potato varieties that are optimized for local cultivation conditions. We share knowledge and provide solutions that dynamically anticipate the climatic, cultural and commercial challenges that the whole area of food has to deal with. With 400 employees in 16 countries and exporting to more than 90 countries, we contribute to the availability of responsible food for the well-being of millions of people worldwide.

You can find more information on our website: [www.hzpc.com](http://www.hzpc.com).

### **Your Reaction:**

We are looking forward to receiving your response! You are invited to show your interest by submitting your application and CV via the application button. For more information about the recruitment process, you can contact Ilse Kuiper (Talent Acquisition Lead) via [ilse.kuiper@hzpc.com](mailto:ilse.kuiper@hzpc.com) . For additional information please contact Jordan van Vilsteren (CFO) via [jordan.vanvilsteren@hzpc.com](mailto:jordan.vanvilsteren@hzpc.com)