



POSITION PROFILE

Fractional Finance
Director



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Welcome Note from Jamie Newall, Managing Director



Thank you for your interest in this opportunity with eyebright Ltd.

I founded the business back in 2009. I had a part time student job with a price comparison site, and this experience left me feeling that, fundamentally, business customers were being underserved in terms of support in purchasing and managing their utilities.

Over the years, we have developed strong foundations and a positive brand in the marketplace. We have a fast-paced, vibrant culture, passionate team members and some great clients.

We are at an exciting point in the business where there is great potential to gain market share and bring our new technology to market.

We are looking to underpin our growth ambition with an exceptional board of Directors.

If you feel this is a role you would thrive in, we would love to get you involved in our selection process.



Jamie Newall
Managing Director



eyebright Ltd helps businesses purchase and manage their utilities to support our clients in maximising available savings and increasing their sustainability. The business delivers utility procurement, energy solutions, as well as water audits and carbon compliance.

Founded in 2009 eyebright currently has 32 employees, £3.5m turnover, c600 direct clients and c1% TPI market share. Over the next three years, the business is looking to increase turnover to £10m+ and become a top 10 TPI with an industry leading technology platform. A key part of this strategy is to appoint a fractional Finance Director to drive strategic excellence across the finance function.

The business is committed to constant strategic innovation, in order to continue to add more value to our clients than our competitors. We seek competitive advantage by commitment to the investment in our people, technology and proposition. Our proprietary technology acts as a hub, so businesses can manage all their utilities across sites in terms of billing, procurement, service, consumption, and carbon. Integration of disruptive AI and machine learning to the energy management platform is planned for 2025.

Client acquisition focus is mid-market (£10m-£300m turnover) but the business has a significant SME base sitting below these thresholds; as well as some high-value PLC clients. In addition, there is the eyesource brand which is an aggregator arm that provides technology and commercial solutions to 50 independent consultants and brokers, which represents c1,000 businesses. This is a stable channel with scope for organic growth and optimisation, but direct client acquisition in the mid-market is the key focus.





Job Title:	Fractional Finance Director
Reports to:	Managing Director
Location:	Remote / Hybrid

As a business we are looking to achieve true financial insight to navigate our growth. The company is self-funded and boot-strapped to date. We want to manage our cash-flow and profitability prudently, in order to maximise growth while maintaining financial resilience.

We are looking for a financial expert from the energy industry who can be crucial to the success of the business in the next phase. This individual will have significant experience in the energy market and can have strategic input in our management of clients' flex position in the wholesale market, as well as influence on supply chain management.

Below are areas of responsibility, and how we are looking to develop these.

- **Financial Strategy Development:** Collaborate with the executive team to develop and implement financial strategies that align with the company's goals and objectives.
- **Budgeting and Forecasting:** Lead the budgeting and forecasting processes, providing insights and recommendations to optimize resource allocation and drive financial performance.
- **Financial Analysis:** Conduct thorough financial analysis to identify trends, opportunities, and risks, and provide actionable insights to inform decision-making. Developing relationships between operational, marketing and sales KPIs with core financial performance
- **Cash Flow Management:** Oversee cash flow planning and ensure the availability of funds for operating needs and strategic investments.
- **Financial Reporting:** Prepare timely and accurate financial reports for management, investors, and other stakeholders, ensuring compliance with regulatory requirements and best practices.
- **Risk Management:** Assess and mitigate financial risks through the development and implementation of appropriate controls and processes.
- **Strategic Planning:** Contribute to the development of long-term strategic plans by providing financial expertise and analysis.
- **Revenue Recognition:** Analysing and enhancing our accrual policies
- **Operational Efficiency:** Identify opportunities to improve operational efficiency and drive cost optimization initiatives.
- **Wholesale Market:** Strategic input on our management of our clients flex positions.
- **Supply Chain Partners:** Input to the negotiation strategy, and competitiveness of our product mix

Preferred Candidate Background



The Fractional Finance Director should be a bright, self-starting and dynamic individual.

A summary of the key candidate requirements is as below

- Minimum of 10 years in senior financial roles, must have energy market exposure
- Strong understanding of financial management principles and practices
- Excellent analytical and problem-solving skills
- Proficiency in financial modelling and analysis
- Experience working with start-ups or emerging companies preferred
- A leader with effective communication and interpersonal skills
- Ability to work independently and collaboratively in a fast-paced environment
- High level of integrity and professionalism
- Strong commercial acumen
- Builds productive interdependent partnerships and relationships – internal and external stakeholders
- Resilient and bounces back from setbacks quickly and proactively



The Recruitment Process



The search and selection process of this assignment is being managed by advising consultant, Ali Shaw, Director at Livingston James, and supported by Kirsty Mclardy.



Ali Shaw, Director

T: 07915 028310

E: alishaw@livingstonjames.com



Kirsty Mclardy, Head of Research

T: 07538 799711

E: kirstymclardy@livingstonjames.com

Selected candidates will then be invited to interview with the Managing Director of eyebright Ltd.

All third-party applications, enquiries and direct approaches to eyebright Ltd will be referred to Livingston James.