

MacuLogix, Inc. is a medical device company based in the Harrisburg, PA metro area. MacuLogix is the only company to equip eye care professionals with the instrument, tools and education needed to effectively diagnose and treat patients with age-related macular degeneration (AMD). By leveraging the science of dark adaptation through its AdaptDx, MacuLogix is working to eliminate preventable blindness caused by AMD, a chronic, progressive disease that impacts over 170 million people worldwide and goes undiagnosed in 25 percent of patients. Through its AdaptDx dark adaptation biomarker, MacuLogix enables eye care professionals to detect, monitor and treat AMD three years before it can be seen clinically.

SUMMARY

Collaborating closely with the Chief Executive Officer (CEO), the leadership team, and the Board of Directors (BOD), the Vice President of Finance assists in developing and implementing business strategy and corporate infrastructure that supports scaling/leading a high-growth company; this involves providing essential tactical and strategic insights that continue to move the company forward while protecting the bottom line and instilling confidence in the company's financial statements.

Unlike many organizations where the VP of Finance is has a relatively narrow focus of managing the financial organization and reporting the results, the VP of Finance at MacuLogix be is expected to be a fully-engaged business partner and change agent with a mindset focused on delivering current and future business results. Professional responsibilities associated with this role include, but are not limited to:

Business Modeling, Forecasting, Metrics and Analysis

- Business plan financial projections and forecasting
- Budgets and tactical operations estimate
- New business or product modeling
- Financial model creation and sensitivity analysis
- Business/Product modeling and analysis
- Business metric development

Oversee Cash Management, Treasury, and Banking Operations

- Cash flow analysis
- Establishment and/or review of banking relationships
- Analysis of cash management, fees, and costs
- Loan and credit line negotiation
- Metrics and monitoring tools
- Compliance with bank covenants
- Liaison with the Audit Committee of the BOD

Profit Improvement Planning and Restructuring

- Cost analysis and reorganization support
- Expense reduction programs
- Vendor analysis and negotiations
- Outsourcing analysis, planning and implementation
- Alternative scenario modeling and sensitivity analysis

Staff Development

- Mentoring and coaching for valued team members of your accounting department
- Facilitate system and process improvement initiatives

- Train on best practices where needed

As opportunities for purchase, expansion, etc. arise, other duties may evolve such as acquisition target identification, pre-and-post due diligence support, deal structure and negotiations, and more.

As an individual contributor, this seasoned professional is expected to be a master of:

- accounting and of finance, with a deep understanding of how the two disciplines work together in growing a business
- building influential, strategic business alliances with colleagues and staff associates, community leaders, business decision-makers, bankers/investors/Board members and others
- crafting compelling presentations, proposals and reports that effectively frame issues and communications to the BOD, other company leaders and staff associates, and other stakeholders
- accurately analyzing new business or partnership opportunities to make appropriate bold, impactful decisions about how best to proceed and capture market share or to pivot; making tactical adjustments that lead to evolving/improving plans and initiatives based on what is learned to create alignment with long-term strategic objectives
- negotiating contract terms and conditions that are favorable to the company and advance its best interests
- developing and fostering investor relationships and business plans that result in future infusions of new capital
- a careful, but entrepreneurial/agile approach to risk management and keeping the company compliant with financial, banking and other regulations that impact or influence the company's products, services and/or business operations

MINIMUM REQUIREMENTS:

- 10+ years of related work experience partnering with an executive team delivering credible financial and business results, mastering change management, and forging strong, effective business relationships with internal and external stakeholders
- Bachelor's degree in Accounting or Finance from an accredited four-year college or university and/or equivalent work experience in Accounting or Financial Management
- MBA OR Master of Accountancy from an accredited college or university strongly desired
- Finely-tuned business acumen; strong high-level analysis, critical thinking and decision-making skills are a must
- High comfort level with technology, software and spreadsheets, including use of financial, metric-driven performance reporting, all Microsoft office products, on-line meeting tools, smart phones and other technology tools
- Effective, persuasive and compelling communications skills are absolutely critical
- Political savvy and personal leadership presence which fosters the respect, trust, goodwill and support of internal and external stakeholders, including, but not limited to, customers, employees throughout all levels in the organization, investors, community leaders, legal, financial, media and other professional service providers, vendors/suppliers/distributors, etc.
- Ability and willingness to work flexible/extended hours and up to 20% travel to accomplish objectives.
- Background checks pertinent to the position will be performed (this may include criminal, traffic, employment/reference, credit); results must be satisfactory to the company
- Valid driver's license and ability to operate a motor vehicle, as needed
- If hired, must adhere to all company policies and procedures, safety requirements, and other prescribed best practices/industry standards