



Vacancy

FP&A Lead





The iconic American brand Stanley is well known for their high-quality, sustainable drink containers and their original green thermos flasks. The company has been going viral on social media, doubling sales in the past two years. This calls for an expansion of the Finance organization, by bringing in a seasoned FP&A Lead.

Requirements

- Over 5 years of experience
- In finance
- And FP&A or Business Controlling
- Within Consumer Goods, FMCG, Fashion & Apparel, and / or Consulting
- Proficient in relevant financial planning (tooling and modelling) and MS Office
- Seasoned presentation skills
- Knowledge of Oracle or SAP

 Amsterdam

 Minimum of 5 years' experience



About the company

Stanley



Founded in 1913, Stanley was, until 2020, mostly known for its iconic green, stainless-steel thermos flasks. The company has put major efforts in recent years towards expanding its product range, helping create a change in how we store and consume food. During the pandemic, Stanley’s appealing and handy products became immensely popular for camping trips or hikes. And thanks to social media, Stanley’s slickly designed and sustainable containers have gained additional traction, with viral videos showcasing the products’ quality and durability. No surprise, then, that Stanley has been doubling its annual revenue every year since 2021. And they are on track to keep doing so for the foreseeable future.

To achieve this fast growth, Stanley focuses on its core strengths: innovation and sustainability. Product lines and new designs are added, such as the line of products in vibrant colors to appeal to the young demographic. Stanley’s sustainability proposition focuses on creating products that last a lifetime, from recycled materials and wrapped in paper packaging.

The globally operating brand, owned by HAVI, has its headquarters in Seattle. The EMEA region is served by a commercial team of around fifteen people in Amsterdam. With Stanley’s surging sales, the finance team is now being expanded by adding a proficient FP&A Lead. ▶



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FP&A Lead

The FP&A Lead takes on a central role in Stanley’s international finance community. They oversee the budget and forecasting process, including profitability analysis, consolidation, and reporting. They are not only responsible for analyzing P&L data and visualizing insights, but also act as an expert with strategic gravitas in cross-functional settings. They also own and partner with their finance peers at HQ Seattle to grant a seamless Period-End-Close for EMEA region. They report to the Head of Finance of Stanley EMEA.

The FP&A Lead oversees, monitors, and forecasts financial status by comparing datasets with projections, providing input on future projections and planning, and developing P&L forecast models. They perform thorough analysis of financial data to improve fiscal health, developing deep and actionable insights to drive business performance. They also develop business cases to support pricing decisions and create innovative strategies for cost reduction. They are solution-oriented, feel comfortable to deal with uncertainty and embrace decision-making process while avoiding paralysis for “over” analysis. ▶

The FP&A Lead provides P&L insights to senior management, segmented by key account, channel, and country, to maximize ROI with a clear understanding of risk and opportunities. They drive continuous process improvement by delivering ongoing progress in reporting automation and standardization, creating a single source of truth for all markets and channels. They also own the monthly closing process, setting periodical meetings and following up on action plans. They develop and maintain confidential, protected databases to monitor business performance and they coordinate requirements for efficient, automated accounting to increase productivity and ensure verified backups.

This role requires a senior candidate with solid FP&A expertise. In the first year, they will thoroughly get to know the business, while already hitting the ground running with their stellar subject matter knowledge. As Stanley continues to grow, the FP&A Lead will have plenty of opportunities to deepen or broaden their expertise and scope. [n](#)



Interested?

Stanley is working with Top of Minds to fill this vacancy.

To express your interest, please contact Charlotte Braat at charlotte.braat@topofminds.com.

“The FP&A Lead partners with all the relevant teams outside of Finance (such as Sales, Marketing, Operations, Logistics and Product) and takes a seat at the table when relevant, to provide strategic input from a finance perspective on matters of, for instance, profitability. This person is therefore a key figure in business discussions across the EMEA organization. I expect no less than my right-hand on the FP&A pillar.”

– Juliana Gomez, Head of Finance Stanley EMEA