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Vacancy

Financial Business Advice Lead





ING's is a top innovator in the banking sector. The organization's domestic banking sector is a cornerstone in The Netherlands' financial landscape. The Financial Business Advice Lead will be a strategic business partner to the board, leading the finance team and managing the full P&L of the Business Banking Domain and Functional Lines of ING's Domestic Bank Netherlands.

Requirements

- 10+ years of experience
- In financial advisory
- And forecasting and budgeting
- Strong team leader
- Stakeholder management
- Analytical and results-driven



Amsterdam



Minimum of 10 years' experience



About the company

ING

ING's mission is to empower people to stay a step ahead in life and business. This highly innovative global financial institution has a strong pan-European base and a growing presence in the rest of the world. ING's sixty thousand employees serve around thirty-seven million customers, corporate clients, and institutions in forty countries.

The bank's retail products include savings, payments, investments, insurance, loans, and mortgages. They serve a wide range of retail and private banking customers and operate in a complex value chain with strong competition and rapid technological developments.

However big or small, modest or grand, ING helps their customers grow their money responsibly. They strive to have all customers realize their own vision for a better financial future by supporting them throughout their investing journey with a compelling value proposition and excellent digital experience.

ING has ambitious commercial goals for the future and places a strong focus on differentiating itself from the competition by offering a superior customer experience. The company sees significant growth opportunities, which they plan to pursue through further innovations and improvements to their product offerings and bringing disruptive ideas to the market. ▶



Vacancy

Financial Business Advice Lead

The Financial Business Advice (FBA) Lead will play a pivotal role in the financial management and further development of ING's domestic business banking organization in The Netherlands. They will do this by helping to ensure prudent allocation of resources, effective cost control, and achievement of financial objectives through strategic budgeting, forecasting, planning and analysis. Responsible for the full P&L of Business Banking Domain and Functional Lines (DBNL), they will monitor and evaluate the actual and future financial performance, provide financial advice, adapt strategies and facilitate decision making to improve financial performance and drive growth.

Reporting directly to the CFO of ING in The Netherlands, Alp Sivrioğlu, the FBA Lead will be an important business partner to the board members, Business Banking, CIO and COO, and various support functions in ING's Domestic Bank Netherlands, including Finance, HR, IT and Risk Management. They will play a key role in the organization as an advisor to the board members, identifying priorities and strategic challenges, questioning costs and preparing reports and figures for strategic business discussions. ▶

The candidate will confidently lead a team of 20 FTEs who are responsible for providing financial reports and ad-hoc analysis to enable stability and growth within the organization's Business Banking domain. They will also co-lead the broader DBNL financial team of 120 FTEs together with two peers. Guiding, coaching and motivating the team, they will focus on further developing their capabilities and supporting professional growth while also continuously improving finance processes and reporting and ensuring the timely delivery of insightful financial information and analysis.

The FBA Lead is the bridge between finance and the business. They are analytical and detail-oriented and can easily translate complex topics into simple explanations and have a deep understanding of the value drivers which generate economic profit. Working proactively, they anticipate the opportunities and risks which can impact the achievement of targets and take the lead in the periodic forecast and dynamic planning process, continuously applying a client-centric mindset and embedding strategic decisions into short- and long-term projections. They will deliver reliable core figures for the Business Banking, COO/CIO and support functions, and accounts and provide qualitative and accurate financial insights and advice to the board and executive management team. ▶



This energetic leader drives operational excellence through effective teamwork and collaboration. An excellent communicator, they understand how to navigate complex situations and can easily manage multiple stakeholders and tasks simultaneously. Leading by example, they drive a results-focused customer-centric culture, while inspiring and empowering their team members, encouraging creativity and out-of-the-box thinking.

ING is a globally renowned financial institution driven by remarkable ambitions, attracting talented individuals who share the same drive for success. Employees appreciate the diverse work environment and the abundant opportunities for professional development. This position is a perfect fit for an experienced financial advisor with a background in budgeting and forecasting who is eager to lead a diverse team and be a strategic advisor to ING's board, making a visible impact in this dynamic international organization. ■



Interested?

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

To express your interest, please contact Annelijn Nijhuis at annelijnnijhuis@topofminds.com or Charlotte Braat at charlottebraat@topofminds.com

“The FBA Lead will help our board members for shaping the strategy based on solid facts and figures. They will guide for the right balance between the short term and long term targets, drive execution, efficiency and sustainable results through effective leadership, and actively contributing to ING’s growth strategy.”

**Alp Sivrioğlu,
Chief Financial Officer at
ING Bank Netherlands**