

VISTA GLOBAL

HOLDING

Deputy Chief Financial Officer
Vista Global



TTR
Tri-Talent Resourcing

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Summary

Summary of the opportunity

Vista Global Holdings is the world leader in business flight solutions. A global group headquartered in Dubai, Vista Global integrates a unique portfolio of companies offering 'asset lite' solutions to cover key aspects of business aviation, including guaranteed and on demand global flight coverage, aircraft leasing and finance, and cutting edge aviation technology.

Founded in 2004 by Thomas Flohr, the company pioneered an innovative business model where customers pay only for the hours they fly, free of the responsibilities and asset risks linked to aircraft ownership.

The Deputy Chief Financial Officer (DCFO) is a key supporting role to the Chief Financial Officer and assists the CFO in managing the financial planning and analysis function and the financial reporting centre. The position also plays a key role in the development of financial forecasting and planning systems for the group.

The DCFO will provide leadership and direction to ensure the development of relevant financial information, and timely financial budgeting and planning as well as financial reporting for the senior leadership team, the International board, and key stakeholders around the group.

You will be familiar and experienced in the integration newly acquired companies, along with the setting up of Shared Service Centres (SSC).

Must be internationally mobile –

You'll possess the ability and gravitas to connect and build relationships with key stakeholders at all levels - but particularly with senior executives and decision makers across the business.

You must be internationally mobile and business leadership acumen is essential A natural linguistic ability would also be an advantage.

For the right candidate, career progression to Managing Director level would be a potential opportunity.

Vista Global at a Glance

1,500



Aviation Experts

30%+



Annual Growth

187 Countries



Operations

USA / Malta



Base Office

About Vista Global

Vista Global offers global aircraft services unlike any other company in business aviation. With unparalleled experience flying in to and out of the hardest to reach destinations, Vista Global has arranged for heads of state, corporate leaders, entrepreneurs and private individuals to fly to 187 countries worldwide.

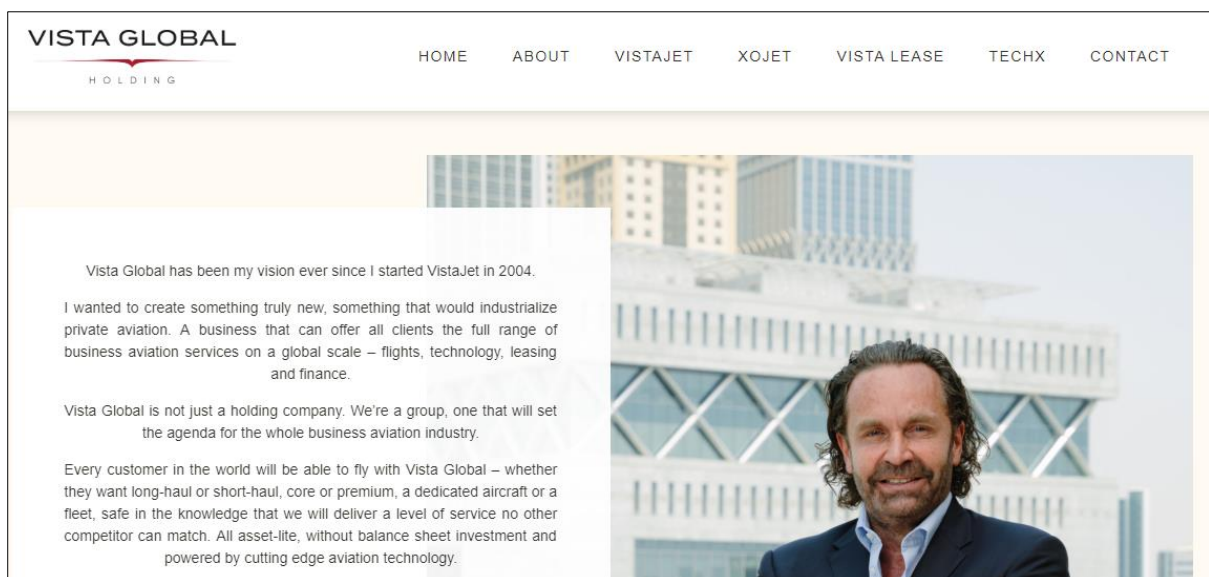
Founded by Thomas Flohr, the group's mission is to further industrialize and consolidate the business aviation industry, and to lead the change to provide customers with the most advanced flying solutions and the very best value, anywhere, anytime around the globe.

The group owns VistaJet, Vista Lease, TechX and XOJET's fleet and commercial operations. Vista Global's knowledge and understanding of all facets of the industry deliver the best end-to-end solutions, service and technology to any business aviation customer or platform. Vista Global connects enterprises to growth markets with a unique product, offering global access on Challenger and Global jets, all suited to flight duration, trip purpose and passenger requirements.

Vista Global saw new contracts of its flagship Program membership grow by 31% in 2018 and the number of flights increased by 25%. As demand for longer flights and comfort continues to increase across the industry, Vista Global's utilization grew by 20% across its fleet of over 70 aircraft, now equating to enough hours to fly each aircraft around the world 20 times on average.

Detailed information about the company can be found at the following link:

[Click to visit Vista Global website](#)



The Role

Reporting to:	Elliot Renton, Chief Financial Officer
Location:	USA or Malta
Remuneration:	An attractive basic salary negotiable in line with experience. Bonus and benefits package to be negotiated with chosen applicant.
Reason for vacancy:	Newly created in the expanding Financial Leadership Team.

Role function and key areas of responsibility

The Deputy Chief Financial Officer (DCFO) will provide the leadership and direction to ensure the development of relevant financial information, and timely financial budgeting and planning and financial reporting for senior leadership, the International board, and key stakeholders around the group. The DCFO will assist the CFO in managing and controlling the organisation's financial processes, making the necessary changes to upgrade and improve process, policies or procedures, and develop his/her team.

They will have worked in large and entrepreneurial organisations and be skilled in Global Business Services (Shared Services) and Business Transformation. They will have international experience across several industry verticals and through different phases of organisational maturity, from start-ups to down cycles, outsourcing to insourcing - and with an exceptional record of delivering projects that have delivered tangible monetary benefits to the organisation in terms of P&L and cashflow.

The DCFO will ensure alignment with the core values, policies and strategies of the business and will champion the financial and ethical integrity, serving as an effective leader of responsible change. He/she will ensure accountability and compliance with applicable legal and regulatory requirements.

In addition, the position provides a key interface between various other parts of the global finance function and the financial reporting and forecasting infrastructure.

The position will also provide an interface between Finance and other business functions such as HR, Operations and Sales & Marketing by providing linkages with systems and initiatives in these areas that integrate with finance functions. This role will function as the "right hand" of the CFO and will be heavily involved in strategic, budgeting and planning activities.

The DCFO will also undertake special projects at the direction of the CFO in areas of financial systems development, transformation, and other areas to be determined.

Major Responsibilities

- Ensure the financial infrastructure is stable and supports the demands of future growth.
- Establish reporting, monitoring, and accountability systems that will ensure highest standards of financial integrity are being attained.
- Protect the assets entrusted to the organization; ensuring assets are invested productively and in alignment with investment policy.
- Help provide strategic analysis and support to the resource allocation process of the different divisions of the global organisation.
- Ensure that resources are aligned as required by the business.
- Collaborate with a wide range of stakeholders from differing cultures, using effective communication and influencing skills to gain support for positive change initiatives.
- Build the global financial team by attracting and retaining gifted people.

Knowledge, skills and ability

- A degree in Business, Accounting, Finance, or Economics or international equivalent.
- MBA and ACA/CIMA/ACCA - or international equivalent.
- Strategy definition, execution and operational delivery.
- Business process outsourcing and end-to-end process transformation.
- Program management experience - driving process simplification, standardization and automation, including global ERP roll out.
- Stakeholder management with Board and C-suite executives.
- Senior Leadership in strategic financial management.
- Strong financial, general management capabilities.
- A minimum of 10 years' experience in finance leadership roles.
- The ability to understand and predict future industry trends.
- International experience and outlook, with experience in major international accounting.
- Flexible working outlook and a willingness to travel is essential.

Core Competencies

Managerial Capabilities

- Coach's staff to high levels of performance.
- Self-awareness and acknowledgement of strengths and weaknesses, putting appropriate support staff or systems in place to ensure overall effectiveness.
- Builds long-term cooperative relationships, with global thinking and local action.
- Takes initiative to resolve differences and conflicts.
- Inspires high levels of team performance.
- Proactively builds diverse teams and partnerships.
- Uses different styles to impact different individuals or groups.
- Provides forums for staff to raise their concerns.
- Takes a persuasive stand on difficult issues.

Motivational Capabilities

- Can operate in a hands-on manner in a lean organisation.

Deputy Chief Financial Officer - Vista Global

- Develops a culture of excellence.
- Encourages and supports initiative, impact and drive.
- Develops high levels of credibility and accountability.
- Measures performance against standards.
- Leads with transparency and stays accountable.
- Sets high standards and monitors compliance.
- Keeps staff and other groups well informed.
- Stays open to internal and external feedback.

Leadership Capabilities

- Identifies critical issues facing the organization.
- Leads effective long and short-term planning.
- Stays alert to trends and responds appropriately.
- Develops strategic directions based on careful research.
- Prioritises and uses resources for the greatest impact.
- Personal presence, confidence, and professional competence necessary to represent the company with internal and external executives.
- The ability to act as a presenter for the company.
- Process-oriented with the need to drive results.
- Excellent communication skills, persuasive and patient.
- Strong leader with an open and direct style, one who practices participative management and team building.
- A forward-thinking and strategic financial professional.
- Well-rounded business executive that can assist in the company's growth and development.

Key attractions

Vista Global continue to invest in the future of their businesses where their success has been built on continued development and innovation to meet the changing needs of aviation customers. They seek to drive continuous improvement in everything they do and are committed to developing people to build capability and capacity for the future.

They believe in actively working together across global boundaries, where culture and collaboration are key! It's an exciting time to join the business as they continue to expand globally in both location and scale.

- ✓ A dynamic, senior role in a global aviation business, with scope for progression.
- ✓ Very attractive salary with performance related bonus and benefits.
- ✓ Potential relocation expenses, workplace pension and company car.

The Process

Recruitment process

Initial discussions, meetings and mutual pre-qualification will be with Vista Global's retained external advisers, Tri-Talent Resourcing. The discussions and meetings will enable Stephen Bruton (Director) to select and invite a small number of preferred individuals to progress to the second stage, which will be a meeting with the company CFO, Elliot Renton.

With regard to the above, every effort will be made to co-ordinate diaries and meetings to ensure an effective use of time for all parties. More detailed information will be provided to the candidates selected to meet with Elliot Renton.

About Tri-Talent Resourcing

Tri-Talent Resourcing, is a niche boutique recruitment business, specialising in sourcing and delivering to candidates and clients across the Finance, HR and Procurement functions.

Our business manages expectations to its captive audience and provides an insightful and diligent experience across all of its areas of expertise.

We are a small number of highly experienced recruitment professionals dedicated to finding the very best candidates for our clients.

With our combined years of experience in industry, clients and candidates can be assured of our commitment and professionalism.

More information about our business can be found at tritalent.co.uk