



Job Title: Finance Director

Company Name: Tailwind Nutrition, Inc.

Website:

<https://www.tailwindnutrition.com>

About Tailwind

Tailwind is a fast-growing sports nutrition manufacturer based in Durango, CO. We help athletes around the world achieve their goals with simple, proven nutrition coupled with education, encouragement, and unexpectedly delightful customer service. We are a team of outdoor enthusiasts who love sharing in our customers' success and supporting the communities we are a part of.

Employment Type: Full-time, Exempt

Compensation: \$100-\$130K salary depending on experience plus benefits

Location: Durango, CO. In person in Durango is preferred, but remote is possible for exceptional candidates

Reports to: CEO

Job Description:

The Finance Director is a pivotal leadership role interacting with the founders, senior management, and stakeholders throughout Tailwind. You'll be joining Tailwind in a period of rapid growth to help scale the business. You will work closely with leadership, sales and marketing, and operations teams on financial planning and analysis, new product launches, forecasting, demand and capacity planning, cost accounting, accounting policies, procedures, strategic analysis and decision making. We're looking for someone with a background in CPG or food manufacturing with strong financial planning and analytic skills, excellent communication, strong GAAP knowledge, and highly proficient with Netsuite or similar ERPs. The Finance Director will report to the CEO, work closely with all departments and manage our external accounting team. The role is a combination of FP&A (70%) and Accounting (30%) functions.

To apply: Please complete this [self-assessment form \(https://forms.gle/exSrYhtywaWAm5X87\)](https://forms.gle/exSrYhtywaWAm5X87) and send a cover letter and resume to jobs+fd@tailwindnutrition.com

Key Responsibilities:



Financial Planning and Analysis (FP&A):

- Develop and maintain financial models, templates to support operational planning, budgeting, and forecasting
- Provide financial analysis to support strategic decision-making, including new product launches, marketing and sales initiatives, pricing recommendations, operational efficiency and profitability
- Provide reporting and analysis as needed to support team
- Be the liaison between internal teams and the outsourced CFO and Controller for all forecast related activities
- Identify opportunities for business expansion, cost optimization, and process improvements

Budgeting and Forecasting:

- Collaborate with operational departments, including supply chain, manufacturing, sales, and marketing, to understand their financial needs and challenges
- Lead budget process, simplifying the existing process to improve revenue, expense, and unit forecasting and support strategic decision making
- In collaboration with the outsourced CFO, monitor accuracy of budget and financial forecasts, perform variance analysis, and engage team on course corrections as required

Operations Support:

- Work closely with the operations team to improve demand and capacity planning
- Assist with ROI calculations for operational changes, including process, software, equipment, people, and volume triggers
- Optimize purchasing to support healthy cash flow and optimal use of working capital
- Conduct strategic sourcing analysis to unlock productivity and working capital savings
- Ensure accounting policies, procedures, and controls for operations are properly implemented, maintained, and monitored

Cost Accounting:

- Improve and develop tools to analyze profitability by SKU, product line, customer, and sales channel
- Improve COGS reporting and visibility through variance analysis tools and comparisons between budget/forecast and PY
- Implement food manufacturing best practices to improve cost allocations to BOMs/COGS
- Monitor and analyze operational costs, including direct and indirect expenses, to identify cost-saving opportunities.



- Collaborate with the operations team to streamline processes and reduce inefficiencies that impact costs.

Accounting and Process:

- Manage outsourced accounting team and oversee day-to-day functions including accounts payable, accounts receivable, monthly close, and payroll
- Work with the accounting team to prepare and analyze monthly, quarterly, and annual financial statements highlighting KPIs and trends
- Implement and maintain efficient accounting processes using Netsuite (ERP) and Shopify, including order to cash, automation, and customer communications
- Identify and implement process improvements and ensure compliance with GAAP accounting standards
- Establish and maintain internal controls to safeguard company assets
- Manage cash flow to ensure adequate funds are available for daily operations and investments
- Manage sales and income tax obligations using Avalara and coordinate preparation of annual tax returns

Qualifications:

- Bachelor's degree in Accounting, Finance, or related field
- Strong proficiency in Netsuite or equivalent ERP with transferable skills
- Minimum 3 years experience in manufacturing environment with cost accounting experience
- CPG/Food manufacturing experience
- Strong proficiency in Excel

Attributes:

- Tech savvy with Netsuite experience strongly preferred
- Detail-oriented and organized
- Ability to work independently and collaboratively
- Strong leadership, communication, and team management skills
- Excellent analytical and problem-solving skills
- Adaptable to a dynamic and fast-paced environment

Join our team and help shape the future of Tailwind Nutrition through your leadership.

In compliance with Colorado's Equal Pay for Equal Work Act (EPEWA) we are disclosing the compensation for this position. Interested in joining our team? Complete this [self-assessment \(https://forms.gle/exSrYhtywaWAm5X87\)](https://forms.gle/exSrYhtywaWAm5X87) and email cover letter and resume to: jobs+fd@tailwindnutrition.com.



NOTE: This job description is not intended to be all-inclusive. Employees may perform other related duties as established to meet the ongoing needs of the business. Tailwind Nutrition is an “at-will” employer.

Tailwind Nutrition is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex (including pregnancy), sexual orientation, gender identity, national origin, disability, marital status or status as a U.S. Veteran.