

# DESOTEC – Operations Finance Manager

## Operations Finance Manager – US

Location: Houston or Pittsburgh area

### Role Overview

We are seeking an experienced and commercially minded **Operations Finance Manager** to support the financial performance of our US operations, including multiple production facilities and our Houston commercial hub.

This role combines **financial planning & analysis, operational finance, plant controlling, and commercial margin analysis**, partnering closely with plant leadership and sales teams to drive profitability, cost discipline, and data-driven decision-making.

The successful candidate will act as a key finance partner across manufacturing and sales, ensuring strong financial oversight while identifying opportunities to improve margins and operational efficiency.

### Key Responsibilities

#### **Financial Planning & Analysis**

- Support the **annual budgeting and forecasting processes** for US operations.
- Prepare and present **monthly financial performance analysis**, highlighting key drivers and variances.
- Develop financial models to support operational, commercial, and strategic decisions.
- Build and maintain performance dashboards and KPIs for leadership.

#### **Operational Finance & Plant Controlling**

- Provide financial oversight across **multiple production sites**, partnering with plant managers.
- Monitor **manufacturing costs, inventory valuation, and production variances**.
- Analyze standard costs and operational efficiency metrics.
- Identify opportunities to improve plant performance and reduce cost-to-serve.
- Support **capital expenditure evaluations and ROI analysis** for operational investments.

#### **Commercial & Margin Analysis**

- Partner with the **Houston sales hub** to support revenue planning and performance tracking.
- Perform **gross margin analysis by product, customer, and segment**.
- Support pricing decisions through **value-based pricing and contribution margin analysis**.
- Analyze cost-to-serve and customer profitability to support commercial strategy.
- Provide financial input into contract reviews and major commercial negotiations.

#### **Business Partnering**

- Act as a trusted finance partner to **operations, supply chain, and sales leadership**.
- Translate operational and commercial performance data into actionable financial insights.
- Support cross-functional initiatives to improve profitability and working capital.

### **Reporting & Controls**

- Support month-end and year-end close processes in collaboration with accounting teams.
- Ensure compliance with internal controls and company financial policies.
- Drive improvements in reporting accuracy, data integrity, and ERP utilization.

### **Qualifications**

#### **Education & Experience**

- Bachelor's degree in Finance or Accounting
- CPA, CMA, ACA, ACCA, or equivalent preferred
- 6–10+ years of experience in FP&A, operational finance, plant controlling, or commercial finance
- Experience in manufacturing, industrial, or capital-intensive environments strongly preferred

#### **Technical Skills**

- Strong financial modeling and analytical capabilities
- Advanced proficiency in Microsoft Excel
- Experience with ERP systems (Microsoft Dynamics / Navision preferred)
- Solid understanding of cost accounting, margin analysis, and profitability drivers

#### **Personal Skills**

- Proven team lead capabilities
- Strong commercial acumen and business partnering mindset
- Ability to influence operational and sales stakeholders
- Excellent communication and presentation skills
- Ability to operate effectively in a multi-site, fast-paced environment

### **What We Offer**

- Competitive salary and performance-based incentives
- Health, Dental and Vision effective from day one
- Unlimited PTO
- 401k match—dollar-for-dollar up to 4% of annual salary
- Health Savings Account
- Paid holidays and parental leave
- Flexible Spending Account (FSA) options
- Collaborative and innovative work environment
- A front-row seat in a vibrant, sustainable company on a mission.

**To protect the planet – that's our mission at DESOTEC.**

Desotec's **sustainable mobile filtration solutions** based on activated carbon are deployed for the treatment of Air Emissions, Wastewater, Remediation, Chemicals and Biogas. Through a **rental model**, our filters are distributed to production companies globally. Once the filter is saturated, it is replaced, and the spent carbon sent for **recycling & re-use**. That is how we **unburden our customers** of the administrative, moral, logistical and ecological consequences of their purification needs. The result: they can focus 100% on what really counts - sustainable production.

“If you can't tick off all the boxes, but you do recognize yourself in our three core values *Teamwork, Excellence* and *Devotion*, then we definitely invite you to take a chance and apply!”

<https://www.desotec.com/en>