



EMPLOYMENT OPPORTUNITY
(Permanent, Full-Time)

POSITION: Controller
DEPARTMENT: Aquilini Beverage Group and Aquilini Vineyards
REPORTS TO: VP Operations

COMPANY PROFILE:

Aquilini Investment Group (“AIG”) is a diversified family business founded in Vancouver, BC more than 50 years ago with roots in the real estate development and construction industry. Today the company owns and manages an international real estate portfolio that includes commercial and residential properties, hotels, golf courses, vineyards and blueberry and cranberry farms. In addition to its ongoing pursuits in real estate development and construction, AIG has expanded its holdings to include assets in the sports & entertainment, renewable energy, aquaculture, tourist attractions, restaurants, and food & beverage industries.

Aquilini Beverage Group (“ABG”), a division of AIG, is a leading North American beverage producer with a portfolio of wine brands, ready-to-drink beverages and an innovation lab dedicated to the research and development of new and unique products. ABG is growing at a record pace, and always looking for new ways to captivate consumers with compelling beverage concepts, including our category-changing ready-to-drink beverages, a portfolio of successful wine brands primarily from Washington State, and spirits.

SUMMARY:

The Controller is responsible for providing financial analysis, support and planning models in conjunction with operating plans for the Beverage Group and Vineyard businesses. The analysis and translation of financial information tells a story that helps senior management understand its importance and buy-in to the business plan. As a business partner, the incumbent will provide insights and recommendations to senior management in order to make impactful business decisions. The Controller will be responsible for gathering, compiling and summarizing the right information in a fast pace, start-up environment, leveraging data to drive insight, and providing business planning, analysis and reporting. In addition, the incumbent is responsible for full-cycle accounting and producing monthly financials.

ESSENTIAL DUTIES AND RESPONSIBILITIES:

(Other duties may be assigned from time to time):

- Collects, analyzes and interprets financial information based on market trends, business objectives, internal and external drivers, and investment options impacting performance
- Works with senior management on strategic deep dives and develops multi-year financial forecasts and budgets – full P&L, cash flow and balance sheet
- Produces accurate and consistent reporting on financial results and provides recommendations for action required for internal leadership team, external stakeholders, ownership and the Board
- Provides creative alternatives and recommendations to senior management for improvements that will lead to risk reduction, cost reduction, revenue generation, improve financial performance, and streamlined operations
- Liaises with operations management to provide timely, accurate financial analysis to help in either ad hoc optimization studies or ongoing margin analysis by product line

- Keeps track of monthly and quarterly performance by comparing actuals versus expectations and enabling senior management to better use their resources
- Works closely with cross functional partners in Accounting and Operations to execute against plans
- Collaborates with the Accounting team on the monthly and quarterly financial close process
- Reconciles transactions by comparing and correcting data
- Performs full cycle accounting
- Produces monthly financials including performance of each of the major lines of business
- Oversees the Senior Accountants, Junior Accountants, Account Payable, and Accounts Receivable functions
- Ensures all key balance sheet account schedules, including, but not limited to detailed fixed asset, mortgage amortization, prepaid, deferrals, and investments are properly maintained, updated, and reconciled on a monthly basis
- Assists with cost accounting and inventory tracking
- Assists operations to evaluate, establish and implement business process improvements
- Prepares interim and year-end audit working papers and audited financial statements for external auditors
- Assists with managing company insurance, alcohol compliance reporting and working with internal tax teams on necessary reporting

REQUIRED EXPERIENCE AND QUALIFICATIONS:

- 3-5 years of solid technical financial planning and analysis experience preferably within manufacturing or agriculture
- Solid ability to leverage data to drive insights, and are accustomed to identifying and explaining variances in performance to leadership
- Solid ability to develop and maintain various financial models to support strategic initiatives
- University degree ie. Finance, Economics, or related fields
 - Pursuing a finance-related certification and designation (CPA/CFA)
 - Proven experience in financial analysis in a fast-paced, start-up, high-growth environment
- Demonstrated ability to support business decisions through relevant and detailed analysis
- Effective, tactful, and persuasive communication skills
- Proven self-starter
- Strong interpersonal and conflict resolution skills
- Outstanding reporting skills, and strong ability to present concisely in written and oral communication
- Superior attention to detail and organizational skills
- Extensive computer knowledge, including Excel, as well as various finance-related systems
- Ability to handle conflicting deadlines and prioritize
- Spanish language skills would be a strong asset
- Interested, qualified candidates are invited to submit their resume and cover letter by clicking the “apply now” button at the top of the page. This position will remain open until filled.