

MILLAR CAMERON

PEOPLE · PASSION · PERSISTENCE

CHIEF FINANCIAL OFFICER
ISN MEDICAL



ABOUT *ISN MEDICAL*

As Nigeria's premier provider of high-quality medical diagnostic solutions, ISN Medical stands out with a robust commitment to enhancing patient care.

Since 1981, ISN Medical has been empowering healthcare practitioners to deliver accurate diagnoses through innovative technology and superior support services. Their unique selling point lies in their ability to supply cutting-edge diagnostic equipment, paired with comprehensive training and technical support, ensuring top-notch care and reliability.

ISN Medical's foundational mission is to profoundly improve the standard of healthcare

in Nigeria by providing high-quality, reliable medical diagnostics. They exist to empower healthcare practitioners with innovative diagnostic solutions, ensuring accurate diagnoses which are crucial for effective treatment and patient care.

Their genomic division is a key part of this mission, partnering with leading global biotechnology companies like Roche Diagnostics and Illumina to provide high-end genomic diagnostic tools. This enables healthcare practitioners to make more precise diagnoses and tailor treatments to individual patient needs, advancing personalised medicine in the region.




CHIEF FINANCIAL OFFICER *ISN MEDICAL*



THE LOCATION

LAGOS, NIGERIA



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MAIN RESPONSIBILITIES:

As a visionary and results-driven Chief Financial Officer you will lead the financial strategy and operations. This pivotal role requires an individual with a strong ability to drive financial excellence, deliver accurate reporting, and enable strategic growth while fostering innovation and operational efficiency.

The CFO will play a critical role in achieving ISN Medical's ambitious goals, including driving profitability, supporting global expansion, and enhancing stakeholder confidence.

This role demands a strategic thinker with analytical expertise, the ability to influence stakeholders, and a commitment to ethical leadership.

The ideal candidate will demonstrate resilience, adaptability, and a passion for achieving results in a dynamic environment.

TITLE:

CHIEF FINANCIAL OFFICER

REPORTING TO:

**FELIX OFUNGWU –
CHIEF EXECUTIVE OFFICER**

LOCATION:

LAGOS, NIGERIA

START DATE:

ASAP

DIMENSIONS OF THE ROLE:

Key Responsibilities

Strategic Financial Leadership:

- Develop and implement financial strategies to achieve a Profit Before Tax (PBT) margin of 15% by 2025 and align EBITDA growth with corporate objectives.
- Support revenue growth targets, aiming for \$18M by 2025, and drive market entry in at least two global regions by 2026.
- Oversee treasury functions, utilizing hedging strategies to mitigate FX risks and safeguard ISN Medical's financial interests in challenging economic environments.

Financial Reporting and Forecasting:

- Build ISN Medical's financial reporting as a benchmark for transparency and reliability.
- Ensure flawless financial reporting and forecasting, maintaining 100% accuracy in financial projections, and delivering actionable insights to inform decision-making.
- Leveraging innovation and technology, the CFO will optimise processes, reduce manual efforts, and enhance operational efficiency, contributing to ISN Medical's overall success.
- Implement advanced forecasting and scenario planning models to navigate financial challenges and opportunities.

Governance, Risk, and Compliance:

- Demonstrate a commitment to governance, risk management, and compliance is essential, with the aim of achieving zero material audit findings through robust internal controls.
- Establish a comprehensive risk management framework to proactively mitigate financial risks.
- Achieve zero material audit findings through robust internal controls and compliance measures.

Operational Efficiency and Innovation:

- Drive automation across finance processes, reducing manual effort by 30% within the first year.
- Optimize working capital management to improve liquidity and sustain positive cash flow.

Stakeholder Confidence and Leadership:

- Foster trust and transparency with the Board, shareholders, and investors through clear communication and precise financial disclosures.

Talent and Team Excellence:

- Build a high-performing finance team, implementing leadership development programs, and ensuring succession readiness across key roles.

HOW TO *APPLY*

To apply for this role, please ensure that you have the following skills and experience:

- 12-15 years of experience in a senior finance role, with Nigerian country experience.
- Certifications: Qualified Accountant (CFA, ACCA, or equivalent).
- Significant experience in finance strategy, treasury management, cost optimization, and strategic financial planning, with successful revenue growth.
- Proven track record in building high-performing finance teams and implementing ERP systems.
- Mastery of advanced financial forecasting models, scenario planning, and analytics.
- Expertise in process automation and optimization.
- Strong governance frameworks and regulatory compliance experience.

Please send your CV and contact details to Nicki who will contact you to discuss your application in more detail.



Contact: Nicki Hallé

Email: nicki@millarcameron.com

Phone: +44 2038 000 803



WHO ARE MILLAR CAMERON

FINDING THE PEOPLE WHO MAKE THE DIFFERENCE

A SEAMLESS JOURNEY

Founded in 2007, Millar Cameron is an executive and professional search consultancy that focuses on Africa and other emerging markets.

Our goal is to provide client-centric, tailored executive search, recruitment and strategic advisory. Our international reach paired with local market knowledge enables us to provide our clients outstanding leaders who deliver consistent results, irrespective of geography.

We employ a rigorous research driven search process to identify the best fit for our clients, taking into account both hard and soft skill sets.

Our extensive experience yields a robust approach to market intelligence and a longstanding network of global relationships.

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CAPE TOWN