

## ***Your Finance Companion***

A new kind of partnership that helps you focus on the future and transform your team



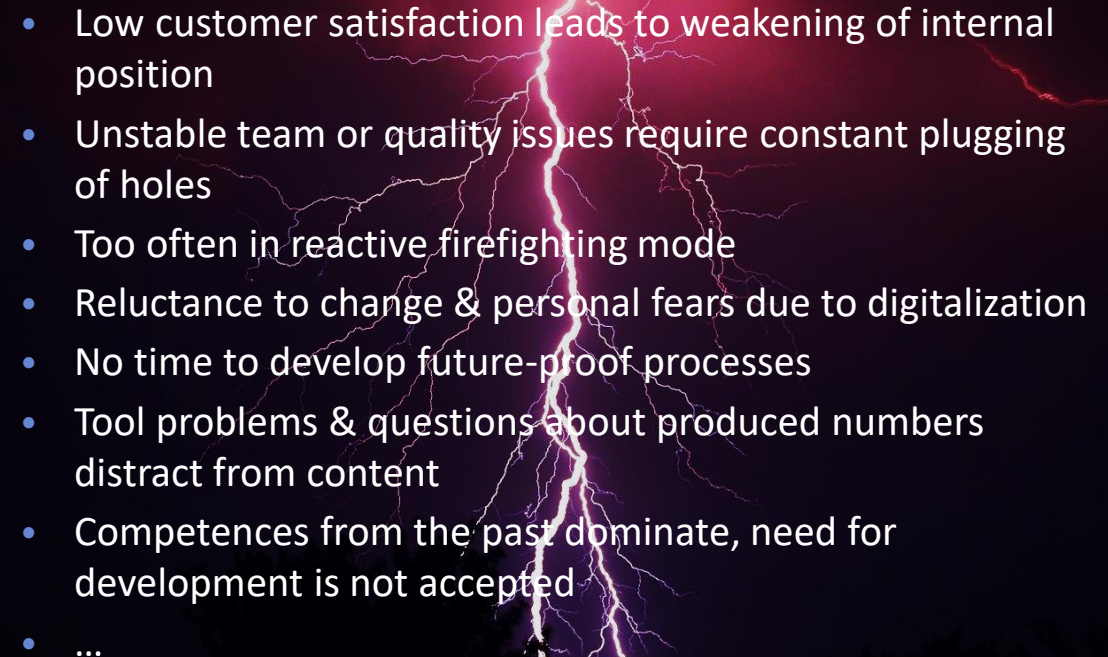
>> Controlling & Finance

# In many controlling & finance teams, reality does not meet their demands and goals

## What might be goals

- Partner of choice for their managers, who perceive the team as highly reliable and trustworthy
- The team effectively delivers what their clients need, even if they don't state it explicitly
- Forward-looking & value-added decision support
- Smooth & accepted processes in place
- Integrated tools based on a 'single source of truth'.
- Financial transformation is embraced and supported by the teams
- Skills of the future are available or emerging
- ...

## How reality might look like

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- Low customer satisfaction leads to weakening of internal position
  - Unstable team or quality issues require constant plugging of holes
  - Too often in reactive firefighting mode
  - Reluctance to change & personal fears due to digitalization
  - No time to develop future-proof processes
  - Tool problems & questions about produced numbers distract from content
  - Competences from the past dominate, need for development is not accepted
  - ...

Where do you stand right now? The challenges will probably not decrease in the future

# You may have already experienced consultancy projects that did not meet your expectations

## Possible limits of consultancy projects

- Limited knowledge of the organisation and the company > Effort required to train the consultants
- Quality and quantity of external resources are not guaranteed when they are needed > Discussions and frustration may follow
- Project comes on top of ongoing business > Gap in other critical areas occurs
- Consultants are gone at the end of the project > Consequences and implementation pass entirely to the line
- Limited knowledge transfer > Losses in translation
- Short-term focus on achieving project KPIs > may hinder long-term success
- (Perhaps hidden agenda)



## Elements of a permanent solution

- Deep understanding of business and context, teams and individuals
- Stable working relationships that build mutual trust
- Longer-term orientation
- Availability of the right resources when they are needed
- Improved knowledge and skills within the team
- Daily customer service is not affected by projects
- No increase in staffing levels
- Support for managers after the end of the project

# Benefit from a medium to long-term partnership that meets your specific needs

## *Mind your business > the partner for Controlling & Finance:*

- Ongoing monitoring of your activities
- Guaranteed support for the agreed period
  - Fixed number of days plus framework for additional needs
  - Priority of long-term partnerships over new short-term projects
  - Pro-active time management to get support when needed
- Holistic approach with a broad toolbox
- Content 100% tailored to your needs
- Possible elements of our partnership:
  - Improvement projects (leadership, steering committee, participation)
  - Firefighting & interim assignments in times of vacancies
  - Coaching, sparring & mentoring for team leaders and members
  - Team workshops (de-biasing, team development)
  - Ad hoc requests
- Making your great team even better



Quality.  
Reliability.  
Experience.  
Flexibility.  
Focus.

# Contact me to discuss your individual package!

## Who do you get as a partner?



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### Experienced and hands-on finance leader:

- Tangible results achieved in three multinational corporations
- More than 16 years of experience in leadership teams, boards and as a line manager
- Professional background predominantly in Finance, in addition specialised on unconscious biases and their impact in business life

### Leader of numerous improvement initiatives:

- Impact as project manager of cross-functional corporate projects and programmes in all core areas of controlling
- Transformed functions and teams with future-proof solutions

### Future-oriented approach:

- „Markus is well known for his interest in personal development and was in the forefront of introducing new topics in the Finance area (e.g. advanced analytics and behavioral economics). The ability to connect different elements across the functions made him the „go-to“ person for many employees who were seeking guidance or orientation.“ (Mark J.S. Tonkens, CFO Borealis Group)



**Markus Eckhart**

Founder & General Manager



[www.mind-your-business.net](http://www.mind-your-business.net) (EN)



[www.mind-your-business.at](http://www.mind-your-business.at) (DE)



[office@mind-your-business.net](mailto:office@mind-your-business.net)

+43 664 8845 2666

