

Position title: Manager of Financial Strategy and Planning

Role Summary: The role of the Manager of Financial Strategy and Planning is to own the financial strategy and planning function including long range financial planning, the annual operating plan, commercial plan development and various other initiatives to drive the organization to short and term growth aspirations, as well as enabling Indigo to being in a position to execute on a potential IPO in 2017. The Manager of Financial Strategy and Planning will require understanding the business deeply including various business model alternatives, as well as being a core, trusted member of the Finance leadership team, and to present findings to the CEO and senior leadership team. The position reports to and will closely partner with the VP of Strategic Finance and Corporate Development.

Outcomes

Financial Strategy and Long Range Planning

- By Q3:2016, in partnership with the VP Strategic Finance and Corporate Development, design a set of processes and capabilities to define the 2-3 year Indigo Financial Strategy and Planning organization allowing us to achieve upon our ambitious organizational goals of \$1bn in revenues by 2020.
- Manage and own long range 3-5 year financial planning process including forecasting the various financial statements, and respective analysis, and present quarterly to senior leadership
- Develop key performance indicators to monitor our business model definition and value proposition to our stakeholders including investors, customers, farmers, and partners
- Assess cash needs, and propose optimal financial corporate structure including equity, debt, convertible debt, etc
- Manage revenue and business model development with the Manager of Business Development
- Deliver findings to VP Strategic Finance and Corporate Development, CEO and BOD as applicable

Special Project Analysis

- Own analytical finance function determining the true economics of our business model and initiatives
- Evaluate various business models and value capture models with Commercial team
- Own economics of new strategic initiatives and business lines, including international operations
- Assist in M&A model evaluation
- Develop Indigo to be diligence ready for any partner, or investor to a degree advanced of our stage of Company development



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- Develop framework and baseline organizational knowledge to quickly understand business drivers are to support ad-hoc questions from investors, BOD, etc
- Determine true cost of our products, and R&D development
- Deliver findings to VP Strategic Finance and Corporate Development, CEO and BOD as applicable

Operating Plan Development (Budget)

- Own and drive Indigo operating plan (budget)
- Develop, own, and improve upon existing financial planning process and operating plan that is ultimately approved by CEO / BOD at year-end 2016
- Work with senior leadership to understand various departments, respective economic drivers, and partner with team to develop respective operating plan
- Design link from budget vs. actual reporting with Controller on a monthly / quarterly basis to be reported to department leadership, CEO, and ultimately the BOD
- Provide insights and benchmarking of Indigo spend vs. agriculture and biotech industry
- Over time, build and develop an agile team of A players that can adapt as our business moves globally

Indigo Organizational Development

- Manage and develop analyst and associate level, and ultimately Manager of level talent
- Partner with the VP Finance and other leaders to anticipate strategic and financial opportunities and challenges, and contribute to the overall success of Indigo as a leader of the organization.
- Serve, and be seen, as a trusted advisor to the VP Finance and other members of the leadership team on financial and overall strategic issues
- Clearly see and articulate the core financial levers for business growth, and be able to explain them to any employee regardless of function
- Build finance as a strong cultural cornerstone of the Indigo organization
- Build a strong working relationship with heads of departments and be seen as a trusted finance advisor
- Confident in presenting to senior leaders and collaboratively driving processes with specific outcomes
- Be seen as analytically minded, smart, and quickly able to grasp new concepts and ideas.
- Present findings to Senior Management, CEO, BOD as applicable

Promotional Opportunities

- This position is a leadership function within Indigo and has several opportunities for advancement to take a broader leadership role within the finance function or within the Commercial organization

Responsibilities

- Passion for Finance, Economics, with a very strong detail orientation.
- Demonstrate strong strategic and critical thinking skills.
- Understands and can communicate financial concepts in plain terms to varying audiences.
- Work autonomously and in a self-directed manner but always within the expectations of and parameters set by the VP Finance and other business leaders.
- Set and maintain high standards for self and the team.
- Possess strong EQ (interpersonal, communication and relationship building skills).
- Demonstrate strong analytical skills and well-structured communication skills.
- Communicate both positive and negative issues in an open, direct, and straight-forward manner.
- Demonstrate a team-oriented style and strong work ethic.
- Demonstrate an appropriate balance of confidence and humility.
- Demonstrated ability to gain consensus working collaboratively and cross-functionally with internal and external parties.
- Hands-on leader.
- Team building and management.
- Ability to iterate, learn and adapt quickly as the external landscape evolves.

Location

- Charlestown, MA