

ATTRELL



Opportunity Profile

CONTROLLER
ATTRELL TOYOTA

NELSON/KRAFT
AND ASSOCIATES

EXECUTIVE SUMMARY

Attrell Toyota has an exciting opportunity for an ambitious, enthusiastic, and talented Chartered Professional Accountant (CPA) with previous automobile dealership experience.

The ideal candidate is reliable, ethical, possesses great people skills, takes pride in their work, and has a natural interest in learning, developing others, and contributing to team success. The Controller will be a valuable member of a collaborative senior leadership team. They will also lead a high-performance team of 3-5 financial and office staff.

The Controller is responsible for managing the overall financial operations of the dealership. This includes providing accurate information through analysis, budgeting, forecasting, and preparation of financial reports. The Controller is responsible for directing and managing the company's accounting and payroll functions and staff, including establishing and maintaining accounting principles, practices, and procedures as well as the preparation of financial statements and reporting to the senior leadership team. The Controller will provide financial planning and analysis and share accountability for strategic business decisions related to growth, as well as the ongoing oversight of payroll, benefits, insurance, risk management, and annual financial audits.

If you are a driven CPA with a passion for continuous improvement, and you align with the values and convictions of Attrell Toyota, we would love to connect with you!



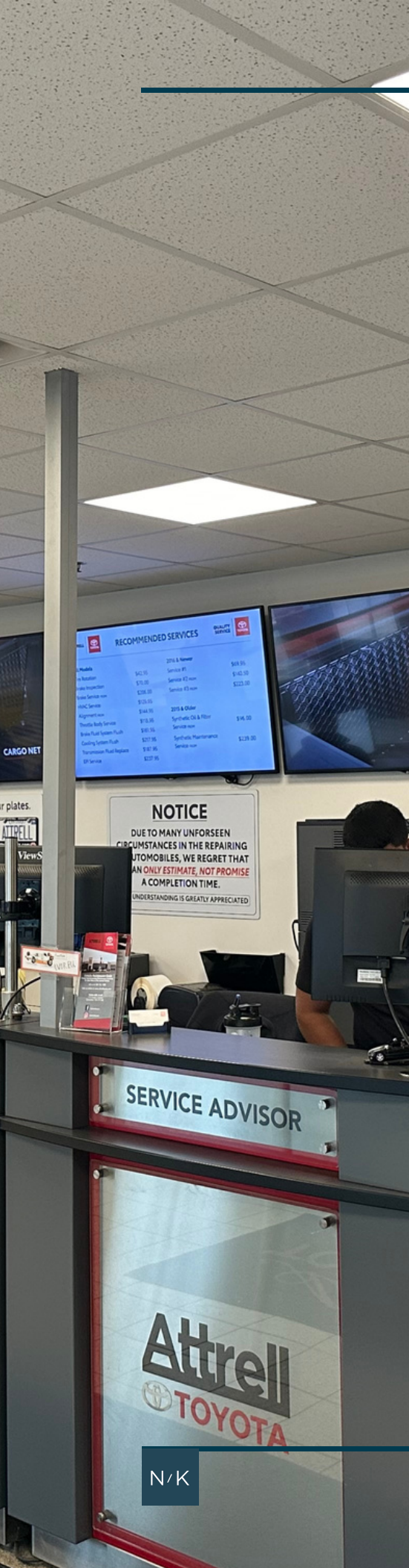
OUR STORY

Attrell Toyota, based in Brampton, Ontario, is a premier retailer for new and used Toyota in the GTA.

The Attrell Advantage comes in many forms. First off is the family centered business practices and behaviors at Attrell Toyota. This comes from John, Phillip, and Joel Attrell, a father and sons team. Phillip and Joel have partnered with their father John Attrell and are at work together to continue the legacy of Attrell Toyota. Secondly is the staff at Attrell Toyota, a professional highly experienced team in all their selected fields. Attrell Toyota is thrilled to have multiple staff with over 20 years of experience each.

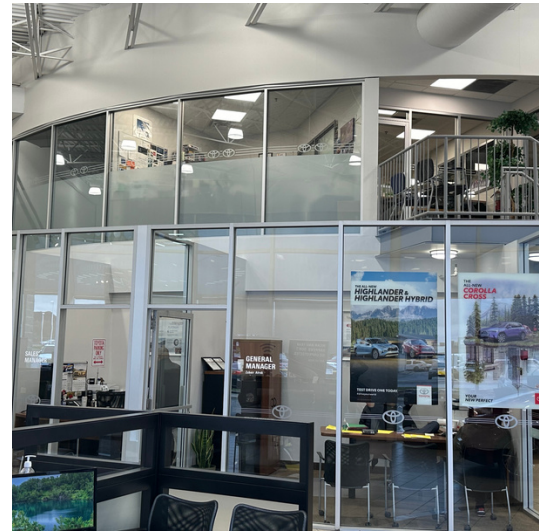
Attrell Toyota's team members are the driving force behind our success. Each one is committed to delivering a world-class experience for our guests every day. Whether it's a welcoming smile, a pro-active approach to guest services, or a keen eye for the details, our amazing team understands that our business is much more than selling vehicles. It's about creating unexpected and memorable experiences that build loyalty and lifetime relationships with our guests.

The core of Attrell Toyota's beliefs is a Christian Biblical heritage that has passed down from father to sons. With these Biblical principles, we have operated the dealership with integrity, honesty, hard work, and a faith that believes God has been the driving reason behind our success. Our goal is that we constantly strive to treat our customers the way we would want to be treated.

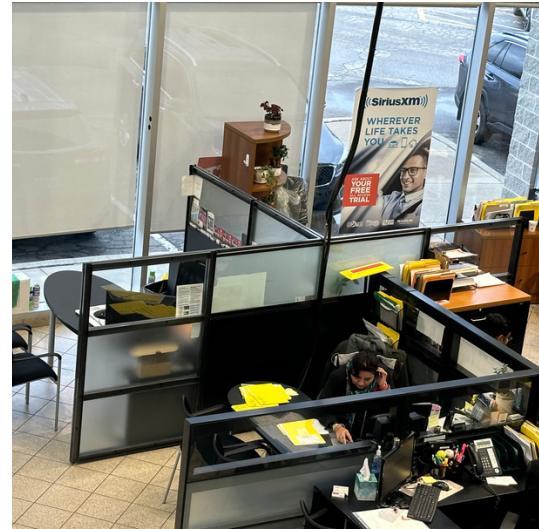


KEY RESPONSIBILITIES

- Lead and oversee the financial condition of the dealership including all budgeting and forecasting functions.
- Oversee the management of the accounting operations including the review of journal entries, payroll, accounts payable, accounts receivable, statutory reporting, and corporate tax installments.
- Lead and performance manage the accounting department staff to deliver exceptional service and meet or exceed deadlines and goals.
- Be a team player, a positive motivator, and a good communicator. Provide consistent leadership direction and exemplify commitment and accountability.
- Establish and monitor internal controls to ensure that accounting activities are in accordance with established legal regulatory and company policies and procedures.
- Prepare, analyze, and present monthly, quarterly, and annual financial results, financial statements, and reports ensuring that all reporting requirements are met.
- Ensure timely and accurate closing and reporting of financial periods (monthly, quarterly, and annually).



- As a member for the senior leadership team, provide strategic financial analysis to drive strategic business decision-making.
- Work in collaboration with management staff within the dealership to develop goals for each department to increase financial profitability and meet objectives.
- Implement and manage internal controls with respect to financial policies, processes, and procedures.
- Provide advice and guidance on all accounting matters including financial systems, record keeping, analysis, reporting, financing, and risk.
- Generate variance analysis reports of performance against budgets.
- Manage the year-end audit and the company's relationship with external auditors.
- Maintain direct and regular interaction with the senior leadership team. Be an integral part of collaborative decision-making.
- Manage the cash and holdings of the organization including monitoring of accounts, transfer of balances, and reporting of cash flows.
- Other related duties as required or assigned.



QUALIFICATIONS

- A degree in Business with a major in Accounting.
- A Chartered Professional Accounting (CPA) designation.
- 5+ years of experience with full cycle accounting in a high-volume automobile dealership.
- Alignment with, and the ability to model the values of Attrell Toyota.
- Strong written and verbal communication skills.
- A collaborative and team-based leadership style with proven experience leading a team.
- Advanced Microsoft Excel skills.
- Ability to multi-task, prioritize, organize, and time manage.
- Detail oriented and analytical.
- Proactive and self-motivated.
- Able to work well under pressure and meet set deadlines.
- Strong experience using a Dealer Management System (DMS) such as Reynolds and Reynolds.
- Strong problem solving, critical thinking, and decision-making skills.
- Knowledge and understanding of payroll and the Employment Standards Act (ESA).
- Strong ethics and a high level of integrity.
- A desire to work in a high energy, fast-paced, entrepreneurial environment.

OUR SEARCH TEAM



jeff@nelsonandkraft.com
647.409.2922

JEFF PITCHFORD

LEADING THE SEARCH

Jeff is an accomplished Senior Executive, with over 25 years of leadership experience across the chemical manufacturing and food processing industries. He wears many hats including Business Consultant, Executive Coach, Board Member, Forum Chair and Birkman Certified Professional. Jeff specializes in leadership development and team-based business success. He is passionate about developing leaders and building high performance teams.



ryan@nelsonandkraft.com
416.278.9166

RYAN FERNANDES

SUPPORTING THE SEARCH

Ryan brings over 15 years of progressive financial, people and global leadership experience across a broad spectrum of Fortune 500, private equity and private businesses ranging from CPG, automotive, food and beverage, and supplements. Having been both a candidate and a hiring manager with several executive recruiters, Ryan has the perspective to help a client clearly articulate their needs and wants as well as identifying a candidate who will excel in the role.



matt@nelsonandkraft.com
613.355.1412

MATT ROBBERSTAD

SUPPORTING THE SEARCH

Matt is an accomplished Talent Acquisition Manager with a strong background in the non-profit sector. With over a decade of leadership experience in recruitment and retention, he has a proven record of success. Matt has effectively managed end-to-end recruitment processes for a wide range of positions at Christian Horizons, a major faith-based developmental service organization in Canada. His extensive expertise in recruitment and selection enables him to identify the ideal candidates for various organizational roles.

ESTIMATED SEARCH TIMELINE

While every search is dynamic and time frames are hard to predict, the following is an overview of the details and expected timeline for this search:

Location: Brampton, ON

Application Deadline: open until a suitable candidate is determined

Start Date: TBD

HOW TO APPLY

**Please forward a PDF of your resume and cover letter to info@nelsonandkraft.com.
Include "Attrell - Controller" in the subject line.**

Nelson/Kraft & Associates Inc. is an executive consulting firm that specializes in working with not-for-profits and for-profit businesses across Canada, assisting them in the placement of senior executives and directors.

Nelson/Kraft & Associates Inc. welcomes and encourages all interested applicants to apply for this position and is committed to the principles of diversity and inclusion in its hiring practices, and will only make distinctions among interested applicants in accordance with the applicable Human Rights legislation.

Nelson/Kraft & Associates Inc. also welcomes and encourages applications from candidates with disabilities. Accommodations are available on request for candidates taking part in the selection process. If you require disability-related accommodation during the recruitment process, please contact us.