



Commercialising Finance

The Connor Consultancy are People Experts, supporting companies through the whole employee life cycle. They specialise in Recruitment, Talent Development, HR Support and Outplacement services. Connor is a growing business with global clients and partnerships.

“Sunflower provide us with a high quality, professional and reliable resource at a highly competitive cost that suits our needs. The use of a contractor Financial Controller model, such as that provided by Sunflower, gives us the ability to flex up and flex down the hours purchased on a monthly basis, as our ongoing requirements change. This a service I will continue to buy in and one that I would unreservedly recommend to businesses with similar needs to our own.”

Richard, Finance & Commercial Manager, Connor

The Challenge

In order to support the ongoing growth and vision for Connor, the Finance Manager needed to become more involved with the Commercial aspects of the business. With this increased workload, he needed confidence that the day to day running of the Finance function was in good hands. Not needing someone full time, they needed a resource which would flex with the needs of the business.

The Solution

The Sunflower Group provided Connor with an experienced Financial Controller who initially worked on site two days per week. Days have been flexed up and down since then according to their needs.

The priority was to ensure the integrity of the Accounts and provide meaningful Financial Information at the same time every month. Sunflower initiated a detailed monthly schedule to ensure the integrity of the Accounts and that the Financial Information is published to the Management Team on time, every month, thereby providing visibility and reliability.

The Sunflower Controller also worked directly with the Connor Accountants and oversaw the production of the Statutory Accounts, the Tax Computation and ensuring overall completeness and compliance of the company’s statutory filing obligations.

Being onsite and part of the team, the Trainee Accountant benefited from having access to the Financial Controller on a one-to-one basis. Through coaching and mentoring with the Controller he has developed his knowledge such that he has taken on additional responsibilities to further support the business growth and gained in confidence.

Consequently, the Sunflower Controller has become a valuable and integral part of the Connor Team.



Business Benefits

Connor has been able to get the resource and support they need for a fraction of the cost of hiring an employee or contractor. There is no committed headcount and they have flexed their days up and down to match the company's requirements.

As the Sunflower model is flexible, Connor has also been able to flex the original scope of the engagement enabling the Financial Controller to provide support in other areas across Finance and Commercial, where needed.

This has provided full flexibility and ensured the integrity of the Financials; giving the Finance Manager the space and confidence to fill the commercial role.

Through the coaching and mentoring relationship with the Sunflower Financial Controller, the Assistant Accountant has become more autonomous and confident in his knowledge, providing further rigour to the Financials.