

Solution Consultant – Financial Consolidation

APPLY FOR THIS JOB

Paris
Business – Business / Full Time / Hybrid

Founded in 2019, Pigment stands out as one of the fastest-growing SaaS companies globally, redefining business planning and performance with our AI-powered platform. We empower organizations across diverse industries, including Consumer Packaged Goods, Retail, and Technology, to seamlessly integrate data, people, and processes, enabling them to plan and adapt rapidly.

With a vibrant team of over 500 professionals across North America and Europe, and offices in New York, Toronto, London, Paris, and the Bay Area, Pigment has successfully secured nearly \$400 million in funding from leading global venture capitalists. Our recognition as a Visionary in the 2024 Gartner® Magic Quadrant™ for Financial Planning Software underscores our commitment to excellence, as we proudly partner with industry leaders like Unilever, Vinci, Kayak, Siemens, and Coca-Cola.

At Pigment, we champion smart risks, celebrate bold ideas, and challenge the status quo—all as a united team. Every team member has the opportunity to make a significant impact and tackle ambitious challenges. Together, we pursue excellence with a collaborative spirit, continuously raising the bar to ensure strong performance and a proactive approach while fostering an environment of humility.

If you are passionate about innovation and wish to collaborate with some of the brightest minds in the industry, we would love to hear from you!

What you'll do

- As the Financial Consolidation Solutions Consulting Domain Lead, you will drive the pre-sales go-to-market strategy for Financial Consolidation across EMEA. Your primary responsibility is to position Pigment as the trusted partner for prospects and customers in Financial Consolidation and FP&A. In this role, you will lead strategic pre-sales engagements, develop compelling demo assets, enable the broader Solution Consulting (SC) team, and collaborate closely with the product team to enhance our solution offering.
- Own pre-sales engagements for strategic, high-value accounts with complex consolidation needs.
- Deliver tailored solution presentations addressing key challenges in Financial Consolidation, intercompany eliminations, and regulatory compliance, ensuring alignment with client objectives.
- Provide deep technical and functional expertise for complex opportunities, particularly in IFRS, GAAP, multi-entity reporting, and compliance-driven scenarios.
- Develop and deliver impactful demos that highlight Pigment's capabilities in financial consolidation, reporting, and compliance. Extend these to FP&A use cases to expand Pigment's presence in the Office of the CFO.
- Work with the Solutions Innovation Center to maintain and enhance the demo library for Financial Consolidation, Close, and Reporting.
- Oversee the creation, refinement, and maintenance of demo scripts, video assets, and Interactive Product Tours to ensure relevance and impact for financial executives, CFOs, and consolidation teams.
- Partner with Marketing to develop thought leadership content, including webinars, whitepapers, and industry insights focused on financial consolidation and compliance.

Who you are

- Strong background in finance & accounting. Experience as a consolidation accountant, financial controller, or auditor, with hands-on exposure to statutory and management consolidation.
- Proven experience with Financial Consolidation (FC) tools, such as Oracle HFM, Oracle FCCS, SAP Financial Consolidation (Ika Cartesis) / Group Reporting/ BPC, OneStream, Fluence, or Tagetik.
- Experience with other EPM solutions, Close Management Solutions, and/or Disclosure Management solutions is a plus.
- Background in pre-sales (Solution Consulting) at a SaaS/software company or finance transformation, with a strong record of engaging finance teams in adopting consolidation solutions.
- Strong understanding of legal and management consolidation, intercompany eliminations, IFRS/local GAAP compliance, cash flow reporting, and audit requirements.
- Understanding of non financial reporting requirements (CSRD, Pilar 2 tax reporting, etc...)
- BA/BS in Finance, Accounting, or a related field; DSCG or DEC (or UK equivalents) preferred.
- Fluent in French and English; additional languages are a plus.

What we offer

- Competitive package
- Stock options to ensure you have a stake in Pigment's growth
- The best health insurance with Alan Blue entirely free for you and your family
- Weekly Lunch and Lunch vouchers (Swile card) to cover your lunch breaks with total flexibility
- Subscription to Egym Wellpass (ex-Gymlib) for full access to gyms, studios, and wellness spaces across France
- Trust and flexible working hours
- Along with one company offsite every year, we have brand new offices at the heart of major cities including New York, San Francisco, Toronto, Paris, and London
- High-end equipment (based on stock/availability) to do your work in the best conditions
- Remote-friendly environment

How we work

- Thrive Together: We can only win as a team. We are all founders and do the right thing for our peers, Pigment customers, partners, and the planet
- Never Settle: We aim to become the best at what we do by delivering with rigor and ambition every day. Delivering means building a passionate Pigment community
- Go for it: We are biased towards action. Every action leads to learning and these learnings get us one step closer to our mission
- Be real, be humble: We are generous with our feedback, open to change our views and we approach it with empathy knowing everyone is trying to do the best for Pigment