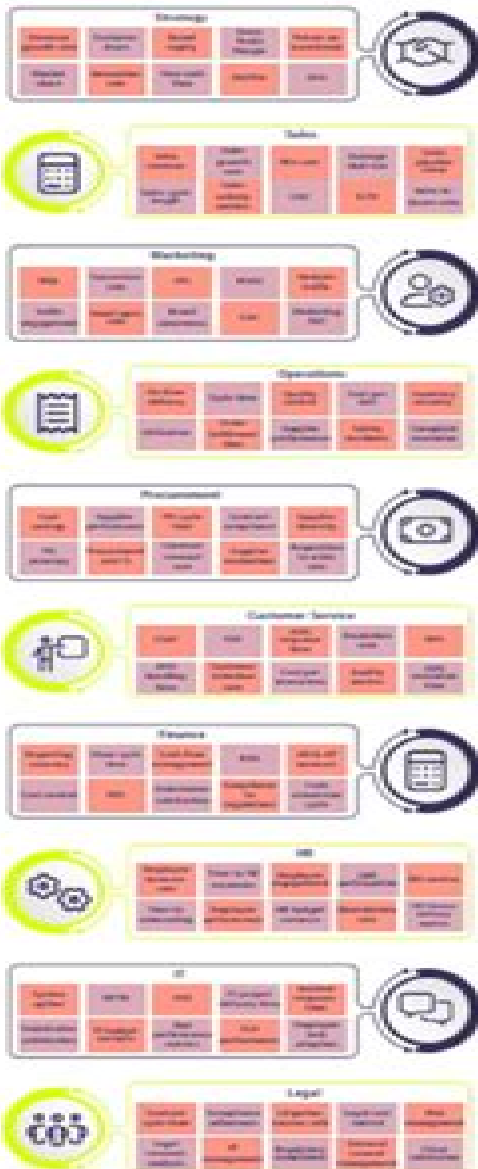


The CFOs Guide to Driving the Business

The CFOs Business KPI Fact Sheet 100 KPIs to keep the company on track



Top KPIs for CFOs to drive strategy and execution

- Revenue growth rate** - Measures the rate at which revenue is increasing over time.
- Profit margin** - Measures the percentage of revenue that remains after all expenses are paid.
- Market share** - Measures the company's share of the total market.
- Customer satisfaction** - Measures how satisfied customers are with the company's products and services.
- Employee engagement** - Measures how engaged employees are with their work and the company.
- Return on investment** - Measures the return on the company's investments.

Top KPIs for CFOs to drive sales

- Sales volume** - Measures the total number of units sold.
- Sales revenue** - Measures the total revenue generated from sales.
- Sales growth rate** - Measures the rate at which sales are increasing over time.
- Sales profit margin** - Measures the percentage of sales revenue that remains after all sales-related expenses are paid.
- Sales cycle length** - Measures the time it takes to convert a lead into a sale.
- Sales conversion rate** - Measures the percentage of leads that convert into sales.

Top KPIs for CFOs to drive marketing

- Marketing spend** - Measures the total amount spent on marketing activities.
- Marketing revenue** - Measures the total revenue generated from marketing activities.
- Marketing growth rate** - Measures the rate at which marketing revenue is increasing over time.
- Marketing profit margin** - Measures the percentage of marketing revenue that remains after all marketing-related expenses are paid.
- Marketing cycle length** - Measures the time it takes to convert a lead into a sale.
- Marketing conversion rate** - Measures the percentage of leads that convert into sales.

Top KPIs for CFOs to drive operations

- Production volume** - Measures the total number of units produced.
- Production revenue** - Measures the total revenue generated from production.
- Production growth rate** - Measures the rate at which production revenue is increasing over time.
- Production profit margin** - Measures the percentage of production revenue that remains after all production-related expenses are paid.
- Production cycle length** - Measures the time it takes to convert raw materials into finished goods.
- Production conversion rate** - Measures the percentage of raw materials that are converted into finished goods.

Top KPIs for CFOs to drive procurement

- Procurement spend** - Measures the total amount spent on procurement activities.
- Procurement revenue** - Measures the total revenue generated from procurement activities.
- Procurement growth rate** - Measures the rate at which procurement revenue is increasing over time.
- Procurement profit margin** - Measures the percentage of procurement revenue that remains after all procurement-related expenses are paid.
- Procurement cycle length** - Measures the time it takes to convert a purchase order into a delivery.
- Procurement conversion rate** - Measures the percentage of purchase orders that are converted into deliveries.

Top KPIs for CFOs to drive customer service

- Customer service spend** - Measures the total amount spent on customer service activities.
- Customer service revenue** - Measures the total revenue generated from customer service activities.
- Customer service growth rate** - Measures the rate at which customer service revenue is increasing over time.
- Customer service profit margin** - Measures the percentage of customer service revenue that remains after all customer service-related expenses are paid.
- Customer service cycle length** - Measures the time it takes to convert a customer inquiry into a resolution.
- Customer service conversion rate** - Measures the percentage of customer inquiries that are converted into resolutions.

Top KPIs for CFOs to drive finance

- Finance spend** - Measures the total amount spent on finance activities.
- Finance revenue** - Measures the total revenue generated from finance activities.
- Finance growth rate** - Measures the rate at which finance revenue is increasing over time.
- Finance profit margin** - Measures the percentage of finance revenue that remains after all finance-related expenses are paid.
- Finance cycle length** - Measures the time it takes to convert a financial transaction into a record.
- Finance conversion rate** - Measures the percentage of financial transactions that are converted into records.

Top KPIs for CFOs to drive human resources

- HR spend** - Measures the total amount spent on HR activities.
- HR revenue** - Measures the total revenue generated from HR activities.
- HR growth rate** - Measures the rate at which HR revenue is increasing over time.
- HR profit margin** - Measures the percentage of HR revenue that remains after all HR-related expenses are paid.
- HR cycle length** - Measures the time it takes to convert a HR transaction into a record.
- HR conversion rate** - Measures the percentage of HR transactions that are converted into records.

Top KPIs for CFOs to drive IT

- IT spend** - Measures the total amount spent on IT activities.
- IT revenue** - Measures the total revenue generated from IT activities.
- IT growth rate** - Measures the rate at which IT revenue is increasing over time.
- IT profit margin** - Measures the percentage of IT revenue that remains after all IT-related expenses are paid.
- IT cycle length** - Measures the time it takes to convert an IT transaction into a record.
- IT conversion rate** - Measures the percentage of IT transactions that are converted into records.

Top KPIs for CFOs to drive legal

- Legal spend** - Measures the total amount spent on legal activities.
- Legal revenue** - Measures the total revenue generated from legal activities.
- Legal growth rate** - Measures the rate at which legal revenue is increasing over time.
- Legal profit margin** - Measures the percentage of legal revenue that remains after all legal-related expenses are paid.
- Legal cycle length** - Measures the time it takes to convert a legal transaction into a record.
- Legal conversion rate** - Measures the percentage of legal transactions that are converted into records.

Cfo Guide

Hayden Van Der Post

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The Cfo Guidebook Steven M. Bragg,2012-07 The CFO Guidebook covers every aspect of being a CFO including risk management controls and how to engage in mergers and acquisitions The book also addresses many aspects of financial management such as budgeting cash concentration systems and investments There is also an extensive discussion of fund raising as well as the CFO s role in a public company There are review questions and answers at the end of every chapter

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CFO Survival Guide Catherine Stenzel,Joe Stenzel,2004-02-04 Praise for the CFO Survival Guide The CFO Survival Guide is a bold insightful account of the subtle yet powerful interdependencies connecting human values beliefs and behaviors to the work performed by people and the wealth this work creates The Guide s Declaration of Interdependence will challenge aspiring CFOs and corporate leaders to reexamine their understanding of how wealth is created sustained and managed in the twenty first century and what effect their roles have on wealth creation and the evolution of the living organizations they lead Charles S Royer SAS Institute Public Sector Federal Government Strategic Solutions Major U S Marine Corps 1990 2003 Stenzel and Stenzel shatter the myth that financial leadership is about money and numbers They prove that to create wealth a great CFO must be quantitatively savvy emotionally intelligent and inspirational Richard E Boyatzis Professor of Organizational Behavior at Case Western Reserve University Coauthor with Daniel Goleman and Annie McKee of the international bestseller Primal Leadership Realizing the Power of Emotional Intelligence More important to creating a robust bottom line is to build and nurture relationships with employees customers suppliers community and nature Catherine and Joe Stenzel give CFOs a much needed wake up call H Thomas Johnson 2001 Shingo Laureate Professor of Business Administration Portland State University Not your usual CFO portrayal The Stenzels create a compelling argument for why and how putting CFOs in touch with people is central to organizational success Paul Sharman President Focused Management Inc

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The Complete CFO Handbook Frank J. Fabozzi,Pamela Peterson Drake,Ralph S. Polimeni,2007-11-02 This must have reference covers all of the major areas of cost accounting and analysis including product costing relevant costs cost volume analysis performance evaluation transfer pricing and capital budgeting Includes methods of reorganizing classifying allocating aggregating and reporting actual costs and comparing them with standard costs Equips experienced cost accountants with a reference tool and students with a thorough textbook Provides numerous examples succinct language chapter review glossary and appendices Includes an abundance of exercises many of which are based on exam questions from the CPA and CMA exams [The Ultimate Guide on How To Start a Fractional CFO Business](#) Mba James

Fulton,2024-06-06 The Ultimate Guide on How To Start a Fractional CFO Business is a comprehensive manual designed to empower individuals with the knowledge and tools needed to launch and operate a successful fractional CFO Chief Financial Officer business Through a blend of practical advice actionable strategies and insider insights the author navigates readers through every aspect of establishing and scaling a fractional CFO business From understanding the role of a fractional CFO to crafting a compelling value proposition and acquiring clients this guide offers a step by step blueprint for aspiring entrepreneurs in the financial services sector *CFO.*,2010 **The CFO Guide to Strategic Forecasting & Scenario**

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