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Fractional Turnaround CFO – B2B Software, Surrey

Hiring organization
FD Capital Recruitment

Employment Type
Part-time

Beginning of employment
1st December 2026

Duration of employment
Perm

Industry
Technology

Job Location
Epsom, Surrey, United Kingdom

Working Hours
9-5

Base Salary
£ 700 - £ 800

Date posted
October 26, 2026

Valid through
30.11.2026

Description

Job Type Fractional / part-time, ongoing
Location Epsom, Surrey – largely remote, with an initial face-to-face meeting and on-site time as needed
Commitment c.1 day per week to start, longer-term engagement
Day Rate £700–£1,100 per day, depending on experience
Sector B2B software / SaaS
Start Date Immediate
Reports To Founder-Directors
Role

FD Capital is retained by a fast-growing, founder-led B2B software business in Surrey to appoint an experienced fractional CFO with genuine turnaround credentials. The company has scaled quickly to an expected turnover of around £3.2m–£3.5m this year, employs a UK team of c.26 plus its own offshore operation, and has moved into profit after a period of trading close to break-even.

Rapid growth has outpaced the finance function. The business is emerging from a period of cash-flow pressure and creditor negotiation, and the directors now want an independent, senior finance leader who will bring discipline, visibility and challenge to the board. This is not a conventional finance director brief: the right person will have steadied businesses under pressure before, will be comfortable dealing with creditors and funders, and will tell the founders plainly what needs to change.

The engagement starts at around one day per week and is expected to continue over the longer term while the finance team is strengthened. Beyond stabilisation, the business is regularly approached by potential acquirers, so the role also carries a clear mandate to make the company exit-ready: robust management information, credible forecasts, the right finance team and a well-organised data room.

This is an excellent opportunity for a turnaround finance director or interim CFO who enjoys working directly with founders and wants a hands-on role with visible impact and a potential exit on the horizon.

Responsibilities

Take ownership of cash management, introducing a rolling 13-week cash-flow forecast and tight weekly cash control.
Manage relationships with creditors, funders and HMRC, including the negotiation and monitoring of any time-to-pay arrangements.
Rebuild access to working capital and revolving credit facilities, and advise on the most appropriate funding structure going forward.
Design and deliver accurate monthly management accounts and board reporting, with clear KPIs for a recurring-revenue software business.
Build an annual budget and three-year financial forecast, and track performance against them.
Identify cost savings across the UK and offshore operations, and challenge spending where it does not support growth or profitability.

Assess the capability of the existing finance team, coach and develop staff, and advise the directors on hiring, restructuring or other personnel decisions.
Act as an independent voice on governance, challenging the directors constructively and strengthening financial controls.
Work with external advisers, including legal support on employment matters where needed.
Prepare the business for a future sale: clean historical numbers, defensible forecasts, a well-structured finance function and a ready data room.
Support the directors in any conversations with potential acquirers or investors.

Qualifications

Qualified accountant (ACA, ACCA or CIMA) with significant experience at FD or CFO level.
A proven track record in turnaround, restructuring or distressed situations, including direct experience of creditor management, HMRC negotiations or insolvency-adjacent processes.
Strong cash-management skills, with hands-on experience building and running 13-week cash-flow forecasts.
Experience of SME or founder-led businesses; exposure to software, SaaS or other recurring-revenue models is highly desirable.
Confidence to challenge owner-directors and act as an independent voice at board level.
Experience of preparing businesses for sale or investment, including due diligence and data-room preparation, is a strong advantage.
Ability to develop and lead a small finance team, with sound judgement on people decisions.
Available to start immediately and able to attend an initial in-person meeting in Surrey.

Job Benefits

A competitive day rate of £700–£800, reflecting experience and seniority.
Flexible, largely remote working at around one day per week, fitting alongside a portfolio of other fractional roles.
A long-term engagement with scope to increase days as the business needs.
Direct influence at board level in a profitable, growing software business.
The opportunity to lead the finance side of a potential future exit.
Close working with founders who value the right appointment over a rushed one.

How to Apply