



<https://www.fdcapital.co.uk/job/finance-director-sustainable-furniture-procurement/>

Finance Director | Sustainable Furniture Procurement

Description

Have you taken a business from £15m to £50m? That's the whole job.

We're recruiting a Finance Director for a B Corp certified furniture procurement and consultancy business in Clerkenwell. They design-source and deliver FF&E for some of the most recognisable commercial interiors in London, and they're about to attempt the hardest stretch of growth a company ever does — the one where the systems, the cash cycle and the reporting that got you here all stop working at once.

They don't want someone who will learn that on the way. They want someone who has already done it.

The business

Founder-led, eleven years old, seventeen people, and growing fast enough that the balance sheet has changed shape in a single year. They procure furniture and FF&E for commercial and residential interiors — blue-chip clients, European manufacturers, long lead times, complex multi-stage projects.

They are a certified B Corp with a B Impact Score more than double the median. Sustainability isn't a marketing line here; it's the reason clients choose them, and the FD will own the impact and ISO reporting that underpins it.

This is the first permanent Finance Director in the company's history.
Why this role is genuinely hard

The growth is real, but so is the strain. This is a procurement business, which means the money is tied up in the middle: client deposits, supplier prepayments to European factories, long project cycles, currency exposure, and retentions on fit-out programmes. Revenue growth in this model consumes cash rather than generating it.

You'll be the first person in the business whose job is to see that clearly and act on it.

Responsibilities

What you'll own:

Cash and working capital — the deposit-to-delivery cycle, supplier terms, and the facilities to fund growth

Project and client-level margin — building the visibility that doesn't currently exist
FX policy across a European supply chain

Budgeting, forecasting and board reporting to the two co-founders

The finance function itself — you'll lead a Finance Manager and a Finance Coordinator, and grow the team as the business scales

Systems — the current stack won't carry the business to £50m, and replacing it will be yours to lead

Hiring organization

FD Capital Recruitment

Employment Type

Full-time

Beginning of employment

1st September 2026

Duration of employment

Perm

Industry

Business Services

Job Location

London, South East, United Kingdom

Working Hours

9-5

Base Salary

£ 120,000 - £ 130,000

Date posted

July 27, 2026

Valid through

31.07.2026

Funding readiness, with the founders actively considering their options

What we need you to have done

This is the filter, and we mean it. You have personally been the senior finance leader in a business that scaled from roughly £15m to £50m in revenue. Not observed it. Not joined afterwards. Owned the finance function through it.

If that's on your CV, we want to talk. If it isn't, this probably isn't the one.