



SaaS Company Controller

WHY WORK WITH EDULOG

Founded in 1977, EDUCATION LOGISTICS (“Edulog”) provides logistics solutions to school districts and bus contractors across North America, supporting a vast number of employees, staff, and other stakeholders to ensure safe and efficient transportation to their student population. Edulog offers exciting opportunities to enhance your career as part of an industry-leading software company. As an employee at Edulog, you will join teams that improve student transportation systems through our innovative technology, across the U.S. and internationally. You will have the opportunity to gain invaluable experience in the software industry, allowing you to grow professionally and move interdepartmentally as your skills develop. If you are looking for a dynamic company, in which to expand your knowledge and experience professional growth, consider Edulog for a collaborative and creative atmosphere where your efforts are appreciated.

SUMMARY

We are seeking an experienced SaaS Controller (CPA) with a strong background in financial systems, audit leadership, and lender reporting compliance. The ideal candidate has 12+ years of progressive accounting experience—including both large accounting firm and SaaS company roles—and a proven track record implementing scalable ERP systems, leading successful audits, and managing covenant-driven lender reporting. This leader will ensure financial integrity, drive process automation, and provide strategic insights to support growth in a fast-paced, private-equity-backed environment.

POSITION OVERVIEW

The SaaS Company Controller will be responsible for overseeing all accounting activities, ensuring the integrity of financial information, and supporting strategic financial decisions. The ideal candidate will be a Certified Public Accountant (CPA) with extensive experience in the SaaS industry, including both large accounting firm experience and direct in-company experience. This role requires a seasoned professional with at least 12 years of progressive accounting experience who can lead a finance team, manage complex financial operations, and drive financial strategy in a fast-paced environment.

KEY RESPONSIBILITIES

Financial Reporting & Compliance

- Oversee the preparation and accuracy of all financial statements, ensuring compliance with U.S. GAAP, regulatory requirements, and internal policies.
- Lead the month-end, quarter-end, and year-end close processes, ensuring timely and accurate reporting.
- Manage and lead the annual audit process, including preparation of audit schedules, coordination with external auditors, and resolution of audit findings.



- Ensure full compliance with lender financial reporting and covenant requirements, including preparation of monthly/quarterly lender packages and certifications.
- Maintain accurate and complete documentation for all financial reporting and compliance obligations.

Budgeting & Forecasting

- Develop and manage annual budgets, forecasts, and financial models to support business planning and decision-making.
- Analyze financial performance against budgets and forecasts, providing insights and recommendations to senior management.

SaaS Specific Financial Management

- Manage and optimize key SaaS metrics, including ARR, MRR, churn, LTV, CAC, and customer retention costs.
- Oversee revenue recognition processes, ensuring compliance with ASC 606 and other relevant standards.
- Implement and manage systems for tracking deferred revenue, renewals, and billing cycles.

System & Process Enablement

- Lead the evaluation, selection, and implementation of financial systems and automation tools (e.g., ERP, billing, and reporting platforms) to support scalability and improve data integrity.
- Drive process standardization across accounting, reporting, and billing functions.
- Ensure strong integration between financial systems, CRM, and operational data sources to enhance reporting accuracy and transparency.

Cash Flow & Treasury Management

- Monitor and manage cash flow to ensure adequate liquidity for operational needs.
- Develop strategies for optimizing working capital, including accounts receivable, accounts payable, and other balance sheet items.

Internal Controls & Process Improvement

- Design and implement effective internal controls to safeguard company assets and ensure the integrity of financial reporting.
- Continuously evaluate and improve accounting processes and systems to enhance efficiency and accuracy.



Leadership & Team Development

- Lead, mentor, and develop the accounting team, fostering a culture of continuous improvement and professional growth.
- Collaborate with cross-functional teams—including Finance, Operations, Sales, and IT—to support business initiatives and drive financial performance.

Strategic Financial Planning

- Partner with the executive team to develop long-term financial strategies and objectives.
- Provide financial analysis and insights to support M&A activities, investment decisions, and other strategic initiatives.

QUALIFICATIONS

- Certified Public Accountant (CPA) designation required.
- 12+ years of progressive accounting experience, with significant experience in the SaaS industry.
- Experience in both large accounting firms and direct roles within SaaS companies strongly preferred.
- Proven track record leading company audits and managing relationships with external auditors and lenders.
- Demonstrated experience implementing or upgrading ERP and financial systems (e.g., NetSuite, Intacct, SAP, QuickBooks).
- Deep understanding of SaaS business models, revenue recognition (ASC 606), and SaaS-specific financial metrics.
- Strong understanding of GAAP, financial reporting, internal controls, and lender reporting compliance.
- Proven experience managing complex financial operations, including budgeting, forecasting, cash flow, and compliance reporting.
- Excellent leadership skills with the ability to mentor and develop a high-performing team.
- Strong analytical, problem-solving, and decision-making skills.
- Excellent communication and interpersonal skills, with the ability to work effectively across functions.
- Experience with M&A and other strategic financial activities is a plus.

TO APPLY: Please visit our website at <https://www.edulog.com/careers/> to fill out an application and submit a cover letter and resume.