

OKR Examples for Finance

Sample objectives and key results for a finance department

Why finance needs its own OKRs

The finance team pulls together the numbers that matter and hands them to managers and decision-makers, so choices get made on facts instead of guesses.

Setting goals for that work is harder than it sounds. Finance targets tend to revolve around cash flow or cost control, and they don't always connect to company growth. The fix is to tie them back to what the business as a whole is trying to do.

Financial OKRs make that link. They connect the company's strategy to the team's day-to-day objectives, and to each person's own goals.

Sample OKRs for the Finance Department

1 Build a financial strategy for the next 3 years

KR1	Hold a strategy meeting with the heads of all departments by 20 August
KR2	Finish prioritising the product timeline by 30 March
KR3	Finalise and approve budgets by 30 March

2 Run finance operations more efficiently

KR1	Complete the external accounting audit by 2 September
KR2	Finalise the product list for vendor purchasing
KR3	Agree the new guideline process with the Head of Sales

3 Strengthen tax compliance

KR1	Bring tax-related complaints down to 2 a month
KR2	Reduce accounts payable from 10% to 6%
KR3	Complete an external tax compliance audit

4	Reach record revenue and profit
KR1	Double quarterly revenue from Rs 5 lakh to Rs 10 lakh
KR2	Add Rs 20 lakh in pre-orders for next year
KR3	Hold operating expenses at Rs 1.25 lakh or less

5	Double monthly recurring revenue
KR1	Grow monthly recurring revenue from Rs 10 lakh to Rs 20 lakh
KR2	Bring monthly churn down to 5%

6	Improve company margins
KR1	Raise gross margin from 25% to 30%
KR2	Bring cost overruns down from 6% to 1.75%
KR3	Lift operating margin by 26%