



Example of Manager, Revenue Job Description

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Our innovative and growing company is searching for experienced candidates for the position of manager, revenue. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for manager, revenue

- Performs other assignments as defined by the needs of the area or as directed by superiors
- Carries out any reasonable request made by management
- To attend any meeting or training session as required by management
- Plays a key role in the implementation and maintenance of the revenue management system
- Implements forecasting by day segment
- Identify and communicate demand periods (high and low) for which a strategic plan is needed
- Review customer contracts to identify and track billing and recognition triggers, other matters that impact financial results
- Act as internal go-to resource with respect to billing and revenue recognition matters as projects are deployed
- Responsible for month-end and quarter-end close activities (including tracking of customer deliverables, balance sheet reconciliations, monthly management reporting and flux analyses)
- Work closely with our external auditors to ensure approved revenue policies are carefully adhered to and monitored and to support quarterly/annual audit procedures

Qualifications for manager, revenue

- Advanced user of Microsoft Excel and Opera

- Strong working knowledge of US GAAP with particular emphasis on revenue-related areas
- Handling period revenue close activities including contract review and analysis, reporting, revenue and deferred revenue account reconciliations
- Minimum of 8 years in industry or accounting firm with experience applying ASC 605 and ASC 985 and other industry specific authoritative standards
- A clear understanding of hotel industry is necessary and the ability to adapt to a constantly changing market environment