



# Example of Revenue Director Job Description

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Our growing company is looking to fill the role of revenue director. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for revenue director

- Prepare and lead the implementation of revenue related accounting policies and procedures
- Review and document complex, multi-element sales contracts
- Provide pre-sales internal support & guidance to EMEA Account Executives and EMEA Account Managers on contract negotiations
- Work with and train the EMEA Sales and revenue operations groups to ensure that the proper revenue recognition criteria are well understood
- Hire, train, coach an Order Management Specialist and an expanded team of Revenue Operations professionals as the function continues to scale within the EMEA region
- Assist EMEA Sales in addressing ongoing customer satisfaction inquiries related to contract, invoice and product issues
- Work on process development ad hoc projects as assigned by the VP of Revenue
- Oversees and maintains the Revenue Cycle software application
- Develops, analyzes, and interprets complex financial reporting models during time sensitive month end close
- Prepares and explains month end summary reporting schedules to hospital and corporate leadership

## Qualifications for revenue director

- Ability to think strategically and also act operationally
- Specific experience in gross-to-net revenue recognition in a publicly traded biotech/pharmaceutical company with at least one commercial product
- 4+ years in Big 4 public accounting firm preferred
- Demonstrated ability to influence and build strong working relationships with business partners