



## 【1100～1400万円】 Revenue Operations Manager

外資系医療機器メーカーでの募集です。営業推進・企画のご経験のある方は歓迎です。

### Job Information

**Recruiter**

JAC Recruitment Co., Ltd.

**Hiring Company**

外資系医療機器メーカー

**Job ID**

1466538

**Industry**

Medical Device

**Company Type**

International Company

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

11 million yen ~ 14 million yen

**Work Hours**

09:00 ~ 17:30

**Holidays**

【有給休暇】有給休暇は入社後7ヶ月目から付与されます 入社7ヶ月目には最低10日以上 【休日】完全週休二日制 土 日 祝 日 年...

**Refreshed**

July 20th, 2024 02:00

### General Requirements

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Native

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

Permission to work in Japan required

### Job Description

【求人No NJB2185575】

This is a full time exempt position based in the Tokyo Japan office. As a member in the Finance team and the Global Revenue Operations team of the group organization this role will lead and manage the Revenue Operations team in Japan. This role will also work closely with the commercial team to develop processes and system emphasizing innovation and automation across the revenue cycle including customer relation management billing accounts receivable management payment applications and customer patient data management. The

Revenue Operations Senior Manager Japan directly reports to the VP Global Revenue Operations and will also have a dotted line reporting relationship to the Finance Director for the Japanese market.

#### ESSENTIAL DUTIES AND RESPONSIBILITIES:

- Lead and manage the revenue cycle activities and lead the local revenue operations team
- Monitor trends and condition of revenue operations and accounts receivable activities
- Lead the implementation and support activities for the new operations system
- Maintain the data quality of revenue operations including hospital contracts prescription and billing documents in SAP and CRM systems.
- Provide support data for the revenue recording and management decisions
- Develop materials and processes necessary to support the Revenue Operations and the Commercial teams effort to secure timely payment from hospital customers and their distributors
- Ensure department compliance with internal and external policies and SOX requirement
- Support the Finance Director the Commercial Team the Global Revenue Operations the Japan corporate management in monitoring revenue cycle activities and developing commercial and financial strategies
- Review contracts with hospital customers/distributors for any financial and credit aspect
- Perform credit review on hospital customers/distributions and evaluate their contractual payment terms
- Check and review deliverables and documents from the Japan Revenue Operations team including billing statement package AR aging report and other reports
- Report quality issues and communicate to appropriate stakeholders including the Japan Finance Director the Global Revenue Operations team SAP support team and others
- Participate in global and local projects and initiatives
- Lead manage and develop the Japan Revenue Operations resources by providing proper guidance instructions and training
- Maintain cross functional interaction with the Commercial team the Global Finance teams Tax team internal/external audit teams and others
- Build and maintain cross functional relationship with various departments facilitate cooperation and communication with other teams

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#### Required Skills

メーカーのAR/Cash application/Invoicing and Order intakeあたりの経理実務に経験ある方 マネジメント経験は数名のチームを束ねていた経験がある程度で構いません。 · 5+ years' experience in finance operations or revenue management or Accounts Receivable or Order to cash management (experience can substitute for educational requirement) · Intermediate to advanced proficiency and competency in Excel spreadsheets (Excel formulas VLOOKUP Pivot etc) and other Microsoft products including Word and Outlook · Experience with SAP or other ERP or accounting systems · Business level English in reading writing and speaking (TOEIC 700 points or above) · Accounting skill with knowledge of US GAAP / IFRS preferred · JCPA or US CPA qualification is preferred but not a requirement · Relevant work experience with healthcare service business is preferred · Ability to effectively work with cross functional teams · Ability to work independently and perform timely follow up · Ability to travel up to 20%

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#### Company Description

ご紹介時にご案内いたします