

United Arab Emirates Jobs Expertini®

Finance manager

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Company: Microsoft Dubai

Location: dubai

Category: other-general

The job posting is outdated and position may be filledResponsibilities:

- Own predictive analytics for Billed and ACR, verify ML outcomes in partnership with EG and New Business Finance manager on Azure consumed to form an opinion what to build into CFO Forecast and FOM scenarios
- Provide insights into the New Business (and Segment) Finance managers in a way that can be easily actioned. Provide insights to subsidiaries in a digestible manner which can be easily leveraged
- Lead a strong community of Large Sub CSA Finance managers in partnership with the MW/BA Area Finance manager to focus on the key insights and projects to accelerate the business and increase productivity and focus of sellers and partners.
- Product coverage for Data Platform (SQL), Azure data services
- Develop understanding of workload margins to influence ROI decision making
- Lead the Area forecast, budget and Outlook processes for Area planning with accurate forecasts and high-quality budgets
- Understand competitive market insights, provide thought leadership to challenge EG leads & STU around new business opportunities / growth road map landscape.
- Provide business insights to accelerate growth of Azure consumed revenue focusing on premium services and Azure everywhere – Opportunity/growth road map generation
- Balance growth through our existing consuming customers and Azure Customer Adds.
- Accountable for finance content within EG ROB, Planning & Execution incl. budget, forecast; owns ACR numbers and provide billed to consumed ratio to segments as well as overages reporting
- Partner with the investment controller to drive shared understanding on return from investments (Local DC, HIPO etc.)
- Drive analytics and deeper understanding for Apps & Infra and for Data & AI workloads and differentiating insights for more advanced workloads especially

on AI. • Drive cloud growth in the Geo through deep Cloud analytics forward and backwards • Build a partnership with Corp EG Finance teams providing insights from the Area and advocating for the Area business • Contribution to partner motion acceleration to drive CSP growth

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