

Gp Finance Manager

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Company: Microsoft Dubai

Location: dubai

Category: other-general

The job posting is outdated and position may be filled• Be the Finance front-end specialist for deal insights and deal construct• For the largest deals in the Area, partner with the Sub Enterprise Commercial/PS Finance manager and with Licensing/BD to optimize deal structuring and closing. Contribute to end-to-end assessment of deal/customer profitability incl. discount, ECIF, COGS, CTE, Financing (+compliance aspects)• Build strong, trusted relationships with all key business stakeholders (PS Leads, Services Leads, Sales Excellence) to ensure Commercial delivers on its finance and business accountabilities• Industry analytics and Customer Potential and Propensity analysis to key stakeholders to assess market opportunities and threats. • Partner with the Regional Operating Center on deal-related FX, credit and collections topics (CTE)• Actively engage with external Business Decision Makers for key /strategic accounts• Leverage the NB/Customer Solutions & Market Analysis Finance managers to drive conversations around Consumption and Customer Ads Finance & Business Excellence:• At the Area level, ensure DWR and deal-based investment requests high quality submissions• Owns Forecasting, building on SET inputs (Deal Based Forecast) and trend analysis (materiality) to land EG views and pricing level accuracy in the context of NRS. Disclaimer: Drjobs.ae is only a platform that connects job seekers and employers. Applicants are advised to conduct their own independent research into the credentials of the prospective employer.We always make certain that our clients do not endorse any request for money payments, thus we advise against sharing any personal or bank-related information with any third party. If you suspect fraud or malpractice, please contact us via contact us page. Our goal is to make hiring as easy as possible. We find the

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