

Job Description

1 Position in the Organization	
Job Title:	Director, Revenue Analysis
Department:	Finance
Manager Job Title:	VP, Corporate Controller & Head of IR
Location	King of Prussia, PA

2 Description
<ul style="list-style-type: none"> Director, Revenue Analysis will support the Commercial and Finance organizations for gross to net actuals and forecasting.

3 Duties and Responsibilities
<p>Revenue Planning & Analysis Responsibilities</p> <ul style="list-style-type: none"> Partner with the Commercial Operations team to understand key drivers of the gross sales and patient demand forecast, actual variances to Budget, and long range financial assumptions Partner with the Market Access and Contract Operations team to review and model financial terms of customer and pricing contracts. Analyze impact of agreements on Medicaid Best Price and Price Protection calculations. Leads the financial planning process (budgeting, forecasting) by interacting with functional business managers to build budgets and analyze cash flow from Revenue. Leads the development of GTN forecast inputs and creates GTN forecast models to determine discount calculations. This is a hands-on role that will be responsible for creating and maintaining the financial models for each sales discount type <p>Revenue Accounting Responsibilities</p> <ul style="list-style-type: none"> Assist in the development of Nabriva’s Revenue Recognition policy. Analyze and reconcile Gross Sales transactions to ensure revenue recognition is in accordance with Generally Accepted Accounting Principles Responsible for the development, and ongoing evaluation, of Nabriva’s internal controls around the Revenue cycle Responsible for developing and maintaining gross to net forecast and accrual models including analysis of variances between actual payments and forecast assumptions. This includes analysis of Managed Care rebates, Medicaid and Medicare rebates, Chargebacks and Coupon programs. Assist in the development of a Returns Reserve policy, tracking actuals and reconciling against the reserve assumptions Review cash receipts and work with Accounts Receivable Lead to ensure cash collections are timely and discrepancies are resolved Support Cash Reconciliations performed by Accounting team Responsible for determining the reasonableness of any customer Allowance for Doubtful Accounts Responsible for P&L and Balance Sheet analysis related to Revenue

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- Support the Accounting team during the close process including preparation of journal entries impacting Revenue
- Assist with quarterly and year-end external audit preparations and requests
- Ensure Sarbanes-Oxley compliance by managing processes and ensuring that all documented controls are observed.
- Drive an agenda of continuous improvement through all areas of responsibility to ensure "best in class" performance

Other Responsibilities

- Assist with ad-hoc projects as the need arise

4 Qualifications and Skills

- Bachelor's Degree in Accounting or Finance required
- CPA or MBA is highly preferred
- Experience specific to Revenue and Gross to Net Accounting is required.
- Minimum of at least 8 years of finance or accounting experience
- Pharmaceutical or biotech experience is highly preferred;
- Excellent people management and interpersonal skills are essential in this role
- Occasional domestic travel and / or travel to other Nabriva offices maybe required

5 Competencies

- Strong knowledge of GAAP and Sarbanes-Oxley compliance procedures and documentation.
- Must have advance knowledge with Excel, PowerPoint and ERP systems.
- The successful candidate must be willing and able to assume direct responsibility for creating and maintaining detailed excel models.
- The successful candidate needs to be able to handle ambiguity, work in a fast-paced environment and be energetic and enthusiastic
- Excellent communication and interpersonal skills are needed. Must have the ability to interact with peers as well as management throughout the Company.
- The successful candidate needs to be able to work in a fast-paced environment, be creative, be energetic and be enthusiastic.
- Strong analytical skills with attention to detail and ability to follow through on assigned projects