

## Senior Consultant, Revenue Management

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Company: Northern Trust

Location: Israel

Category: other-general

### About Northern Trust:

Northern Trust, a [REDACTED] company, is a globally recognized, award-winning financial institution that has been in continuous operation since .

Northern Trust is proud to provide innovative financial services and guidance to the world's most successful individuals, families, and institutions by remaining true to our enduring principles of service, expertise, and integrity. With more than 220 years of financial experience and over 22,000 partners, we serve the world's most sophisticated clients using leading technology and exceptional service.

The Global Revenue and Billing Management team is responsible for the accounting, invoicing, and payment management of Northern Trust's client revenue. The team is located in North America, EMEA, and APAC and supports all business segments – Wealth Management, Asset Servicing, and Asset Management, and all regions – North America, EMEA, and APAC. Global Revenue and Billing Management works closely with the business units and their respective Finance teams to ensure accurate revenue recognition and closing of Northern Trust's monthly accounting books. The team is in the midst of a multi-year transformation that will migrate all clients to the best-in-class Oracle Revenue Management and Billing (ORMB) platform that will improve client experience, deliver enhanced controls, optimize workflow, and enable advanced reporting and data analytics.

In today's interest rate environment, it is more critical now than ever to ensure accurate and timely collection of revenue. Inefficiency and delays result in reduced net interest income to Northern Trust. A new **Revenue Management Sr. Consultant** position has been created to

support the new Revenue Management Practice lead who's primary goal is to spearhead change and accelerate revenue collection. The successful candidate will work with global client service teams in Asset Servicing, Wealth, and NTAM with the goal of reducing aged revenue accruals and receivables. They will be responsible for completing data analysis, creating business metrics, project management, and process optimization, identify opportunities for improving the revenue management process and lifecycle and defining new best practice standards. The individual will work closely with the broader BAU leadership team and transformation program to deliver against these goals.

**Major Duties:**

- 1 . Act as a subject matter expert, providing comprehensive, in-depth consulting and knowledge of current processes and procedures
- 2 . Evaluate existing business and operational flows and define the As-Is process models and To-Be process models for business process re-engineering initiatives
- 3 . Provide guidance and leadership to drive the completion of critical projects
- 4 . Carry out activities that are large in scope and cross-functional
- 5 . Maintain effective relationships with our business partners to ensure process improvement goals are clearly communicated and met
- 6 . Balance between high level operational execution and development, and execution of strategic direction of business function activities
- 7 . Differentiate between important and urgent decisions, assess complex and contradictory information, identify the core issues quickly and act on them
- 8 . Work with internal and external auditors to provide documentation for various audits
- 9 . Provide oversight for the documentation of procedures and identification of potential control gaps and inefficiencies
10. Provide input and support to senior management's objectives and goals
11. Promote a culture of continuous improvement

**Knowledge:**

In-depth functional/ industry knowledge is required

Excellent oral and written communication skills

Excellent attention to detail

Strong influencing skills

Ability to apply knowledge of accounting principles and variance analysis to ensure accurate recording of financial information

Self-starter with an ability to self-motivate

Flexible approach towards changing work methods, deadlines and variable workloads

Strong planning, organizational and problem solving skills

Ability to work under pressure and to deliver to tight deadlines

Ability to adapt and react positively in a changing and dynamic work environment

Ability to implement enhancements that will move the department forward while proactively driving continuous improvements by challenging the status quo

Ability to provide direction and leadership

Demonstrate Strong Project Management/ Change management skills

### **Experience:**

Degree in Accounting/Finance, CPA and/or Auditing experience preferred, or demonstrate knowledge of the Financial Services industry, with 5-7+ years of related experience in Accounting, Accounts Receivable, Accounts Payable or Payroll

### **Working with Us:**

██████████ partner, greater achievements await. You will be part of a flexible and collaborative work culture in an organization where financial strength and stability is an asset that emboldens us to explore new ideas.

Movement within the organization is encouraged, senior leaders are accessible, and you can take pride in working for a company committed to assisting the communities we serve!

Join a workplace with a greater purpose.

We'd love to learn more about how your interests and experience could be a fit with one of the world's most admired and sustainable companies! Build your career with us and apply today.

### Reasonable accommodation

Working with and providing reasonable accommodations to individuals with disabilities. If you need a reasonable accommodation for any part of the employment process, please email our HR Service Center at .

We hope you're excited about the role and the opportunity to work with us. We value an inclusive workplace and understand flexibility means different things to different people.

Apply today and talk to us about your flexible working requirements and together we can achieve greater.

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