



Revenue Analyst - Tunisia

Tunisia

G&A – Finance / Full Time / Remote

At Wasabi, we're a proven collection of pioneers, visionaries and disruptive doers. We see things differently than our competitors, and we make our mark in the industry by challenging the norm and delivering the unexpected and improbable. We're a fast-growing company taking the Cloud Storage industry by storm and recognized as one of the best places to work in Boston.

Wasabi hot cloud storage is a new class and category of cloud storage, breaking all traditional barriers and boundaries of storage with a disruptive value proposition of being 1/5th the cost of AWS S3, faster than the competition, with no fees for egress or API request and delivered as a single-tier solution. Cloud storage has never been so simple, so fast and so inexpensive. It's all part of our vision to make cloud storage the next great global utility, just like electricity.

Role Description: Revenue Analyst

Role Purpose:

Wasabi's Revenue Analyst will be an integral part of the Finance Operations team, which is responsible for ensuring the Order to Cash cycle is efficient and accurate. This integral role will work closely with the sales team, accounting team and the Business Systems team as they roll out a new quote to cash system using Salesforce in 2023.

The primary responsibilities for the Revenue Analyst include managing and supporting the quote creation and deal desk review for sales as well as book and provision orders in SFDC. In addition, this role will assist in billing inquiries from partners and customers. The Revenue Analyst would ideally possess a working knowledge of Salesforce as well as spreadsheets and office productivity software. The candidate should have a strong understanding of the Order To Cash cycle and accounting. The successful candidate will be able to work independently but will always be able to work with peers and management for any questions that arise.

*Principals Only. No Recruiters.

Responsibilities:

- Timely creation and review of quotes for the worldwide sales team.
- Enter orders timely and accurately into SFDC.
- Assist in reviewing billing inquiries from partners and customers.
- Provide adhoc analytic support to the team.
- Have a positive attitude and can work with minimal supervision.

Requirements:

- Bachelor's degree in finance or accounting or related field.
- 1-3 years experience, preferably in the technology industry.
- Experience with NetSuite or similar ERP, Salesforce.
- Proficiency with Excel reporting and analysis.
- A "hands on" style and ability to wear multiple hats in a start-up environment.

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