



Job Title: Sr. Revenue Manager

Location: San Francisco

OpenTV (www.opentv.com) is seeking a Sr. Revenue Manager.

Job Description Summary:

We have an opening in our Revenue Accounting department for a Sr. Revenue Manager who will lead the revenue accounting team report to the VP, Finance and Corporate Controller. Specific responsibilities will depend on the individual candidate's skill set, but will primarily include the responsibilities for supporting the world-wide Sales, Legal and Services organizations to structure revenue transactions and for ensuring accurate revenue accounting.

Job Responsibilities:

- Review contracts for potential revenue recognition issues and compliance with internal policies and make appropriate recommendations to ensure proper revenue accounting
- Assist with deal structuring, non-standard terms and serve as a business partner to Sales
- Prepare contract and revenue memo's to properly document revenue accounting for SOX and audit purposes
- Remain current with accounting literature related to revenue recognition as it pertains to the Software industry and to the company
- Provide training to sales and sales operations on revenue recognition rules and current best practices
- Responsible for managing revenue agreements, amendments to current agreements and royalty reporting
- Manage and mentor members of the Revenue team
- Assist with streamlining procedures and process improvement
- Review journal entries and account reconciliations on a monthly basis
- Responsible for all revenue related reporting and analysis
- Perform regular on-going VSOE studies
- Assist with SOX compliance
- Assist with other accounting projects/areas as necessary

Skills & Qualifications:

- Bachelors degree in Accounting, CPA from the Big Four
- 7 - 10 years total experience in accounting, including 3- 5 years of software revenue accounting experience
- Ability to recognize revenue recognition issues in contracts and statements of work

- Knowledge of SOP 97-2 and related TPAs, SOP 98-9, SOP 81-1, SAB 101 and 104, EITF 00-21 and other accounting rules relating to software and services revenue recognition.
- Demonstrate ability to effectively work with all levels within a company, including executive management and sales personnel
- Ability to organize and prioritize responsibilities effectively in order to meet deadlines.
- Ability to recognize problems, gather data, draw valid conclusions, and effectively present information to managers, peers, and customers.
- Ability to work effectively with a wide variety of people; strong communication skills, both written and oral.
- Solid PC skills with excellent Excel skills.
- Oracle Financials experience required and Lawson is a plus

If interested in this position, please submit your resume to resumes@opentv.com or fax to (415) 962-5300.

OpenTV offers a competitive benefits package including:

- *A choice of 3 medical plans, dental & vision coverage*
- *401(k) Program with immediate company match*
- *Flexible Spending accounts*
- *Tuition Reimbursement*
- *Employee Assistance Program*
- *15 vacation days + 3 personal-choice holidays*
- *10 holidays*