



Position: Revenue Specialist

Grade: Level 11

Supervisor: Manager or Associate Manager, Customer Financial Services

Location: Broomfield, CO Customer Financial Services office

Danone is a global food company holding top positions in healthy food through its four businesses: Fresh Dairy Products, Early Life Nutrition, Waters, and Medical Nutrition. Its mission, bringing health through food to as many people as possible, embodies commitment to human progress and business success. It gives meaning to the work of our 100,000 Danoners worldwide on an everyday basis. For passionate people looking for autonomy and exciting career opportunities, Danone truly has something special inside.

The Revenue Specialist is responsible for collecting invoices, accurately processing trade claims and resolving deductions for assigned customers. This position will be based in our Broomfield, CO location and is a dynamic role where you can leverage your customer service skill set and intellectual curiosity to help a growing business. Responsibilities include, but not limited to:

- A focused effort to resolve customer issues using collection and deduction resolution techniques to improve free cash flow and working capital
- Convert non- EDI invoice customers to e-mail and check paying customer to EFT
- Validate accuracy of trade deductions to approved plans and deals
- Accurately process transactions through SAP and other Dannon financial systems
- Resolve customer disputes and discrepancies within Dannon's SLA's (Service Level Agreements)
- Establish positive cross-functional relationships to respond to the needs of the business and the customer
- Meet stated financial goals and objectives
- Change customer behavior to improve payment patterns by partnering with Sales to formulate and implement strategy
- Work within an organization that is focused on value added activities, maintaining a high level of productivity, integrity and trust thereby positioned to respond to the needs of a growing Danone and our customers
- Deliver best in class service to internal and external partners
- Get involved when process improvement opportunities arise
- Ensure internal control and financial integrity over the revenue management process.
- Ensure that transactions in the revenue process are recorded consistent with internal policies & accounting rules.
- Communicate control violations to management
- Adopt Danone's Leadership CODE; Danone leaders are **COMMITTED** to an ambitious future, **OPEN** to learn and share with others, **DOERS** who deliver results fast by EMPOWERING and developing people
- All other duties as assigned

**The ideal candidate will possess the following skillset:**

- Bachelor's Degree or 3 years of related work experience
- Intermediate/Advanced Microsoft Excel skills
- Strong communication and customer service skills
- Ability to multi-task in a fast paced environment
- Accounts receivable and collections preferred
- Must possess strong analytical and organizational skills
- Ability to interact and communicate with all levels in a matrix organization
- Encourages cross functional collaboration and effectiveness
- Excels in both oral and written communication skills, able to tell stories with data
- SAP, HighRadius, CAS experience preferred