



【990～1170万円】FP A Senior Specialist ～ FP A Manager（タイトルは経験により応相談）

外資系大手コンタクトレンズメーカーでの募集です。 管理会計のご経験のある方は歓迎...

## 募集職種

人材紹介会社

株式会社ジェイ エイ シー リクルートメント

採用企業名

外資系大手コンタクトレンズメーカー

求人ID

1601416

業種

医療機器

会社の種類

外資系企業

雇用形態

正社員

勤務地

東京都 23区

給与

900万円～1100万円

勤務時間

09:00～17:45

休日・休暇

詳細は求人ご紹介時にご案内いたします。

更新日

2026年08月20日 22:00

## 応募必要条件

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ネイティブ

最終学歴

大学卒：学士号

現在のビザ

日本での就労許可が必要です

## 募集要項

【求人No NJB2393015】

【Job Summary】

The FP A Manager・Commercial Analysis is a hands-on FP A leader who combines direct customer ownership with accountability for CVJ・level Revenue and Gross Profit planning forecasting accuracy and financial storytelling. In collaboration with other team members this role consolidates customer・level inputs・including those outside direct ownership・and ensures that FP A outputs reflect both ground・level business reality and enterprise・level consistency.

This role will initially be hands on in nature with a primary focus on executing Sales and Marketing business partnering responsibilities as an individual contributor. In parallel the role will support selected aspects of cross FP A integration and output quality enhancement under the guidance and support of the Senior Manager. Over time the scope may progressively expand to include greater supervisory responsibilities depending on team structure and hiring progression.

Serve as the senior Finance Business Partner for Commercial functions ( Sales and Marketing ) owning key customers while supporting integrated financial guidance across the Commercial organization. Execute and coordinate forecast cycles ( Weekly / Monthly / Quarterly / Annual ) ensuring accuracy consistency and alignment of assumptions across customers brands and channels. Act as Finance leads in the S OP process integrating commercial demand and financial perspectives and ensuring readiness for management discussion. Contribute to CVJ • level Revenue and Gross Profit outlooks through consolidating customer • level inputs into a consistent and credible financial view grounded in business reality. Review validate and elevate New Product Launch business cases and A P spending analysis ensuring ROI logic and investment effectiveness at the total CVJ level. Ensure clear timely and decision • oriented performance communication to APAC Finance with ownership of data integrity and financial storytelling. Support the FP A Senior Manager by leading management request coordination synthesizing inputs and ensuring the quality and consistency of materials for executive and regional forums.

#### 【 Essential Functions Accountabilities 】

##### ■ Commercial Finance Business Partnering

- Own and support assigned key customers as a primary Finance Business Partner.
- Lead financial discussions related to pricing rebates negotiations promotions and commercial initiatives with Sales.
- Act as a senior Finance counterpart for complex or cross • customer commercial topics.

##### ■ Forecasting Performance Management

- Lead weekly revenue landing estimates for the ongoing quarter consolidating inputs and providing clear finance driven insights/action proposal for CVJ level.
- Be accountable for CVJ • level Revenue and Gross Profit planning and forecasting integrating customer • level assumptions and insights.
- Review validate and challenge forecasting inputs from Sales and Marketing to ensure robustness and consistency.
- Make and communicate judgment calls when customer level inputs conflict
- Ensuring a single aligned CVJ level financial position.
- Translate customer • level dynamics into a clear credible CVJ • wide outlook.

##### ■ S OP ( Sales Operations Planning )

- Provide insights in the company's S OP process as a representative of Finance department.
- Bridge demand planning sales planning and financial forecasting to lead collaboration among Sales/Mktg/Distribution department as a center of excellence.
- Validate financial implications of S OP scenarios before management discussion.

##### ■ New Product Launch Strategic Projects

- Review and challenge New Product launch business cases and major commercial investments.
- Ensure ROI logic assumptions and financial impacts are consistent across customers and brands.
- Support strategic initiatives requiring cross • functional or cross • customer integration.

##### ■ A P / Operating Spending

- Oversee A P management for assigned customers and Marketing on following agenda
- Be accountable for the Total CVJ A P financial story ensuring alignment between customer • level execution and overall investment strategy.

Manage A P budget and ensure optimal allocation across channels and initiatives.

Track actuals vs. plan highlighting variances and making recommendations for redeployment.

- Validate A P allocation logic efficiency analysis and redeployment recommendations.
- Collaborate with PL Management to ensure alignment of commercial expenditure with financial goals.

##### ■ Reporting Regional Collaboration

- Act as process owner and integrator for DMR ( weekly revenue forecast process ) and key management / regional reporting cycles as well as contributing inputs on Brands/assigned customers to Region driven processes such as DMR Monthly/Quarterly Business Reviews and Forecast submissions.
- Ensure accuracy consistency and clarity of CVJ • level financial messages.
- Support management and APAC requests with integrated insights and coherent narratives.
- Provide financial reports and insights to management and respond to ad hoc requests.

##### ■ Cross functional Collaboration

- Work closely with Commercial Accounting and Regional Finance to align inputs and resolve inconsistencies.
- Support the FP A Senior Manager in management presentations and strategic discussions.
- Support monthly management meetings ( executive reviews ) with analysis and materials.
- Partner with FP A Senior Manager to enhance planning processes and system efficiency ( Hyperion/o9 BI tools ) .

##### ■ Others

- As a Senior Individual Contributor/Senior FP A Manager's right arm act as a role model and informal mentor through technical guidance and quality review.
- Demonstrate functional leadership within Commercial Analysis by setting analytical standards sharing best practices and contributing expertise to strengthen the team's overall capabilities

## スキル・資格

#### 【 Qualifications 】

**Knowledge Skills and Abilities :**

- Strong commercial acumen and demonstrated business partnering experience with Sales/Marketing.
- Ability to integrate complex inputs into clear decision • oriented financial insights in a fast paced environment with high accuracy and tight deadlines.
- Ability to identify business challenges and propose corrective actions comfort in proactively leading discussions with stakeholders.
- Demonstrated ability to operate effectively in ambiguous situations synthesize incomplete information determine the optimal path forward and proactively drive execution.
- Proven track records of handling business information/data and providing data driven analysis showing new perspective to win the business.
- Adaptive learner ( or experienced person ) understanding business structure to support commercial functions as a strategic business partner.
- Highly skilled in data analytics ( Excel BI tools such as COGNOS/Tableau ) and financial modeling with financial statements.
- Excellent communication and presentation skills ( Japanese English ) .
- Strong project management capability: ability to independently drive priorities.

**【Experience】**

- Minimum Experience:  
minimum 7 year experience as Finance. ( Senior Specialistの場合 )  
minimum 10 year experience as Finance. ( Managerの場合 )
- Extensive experience in FP A / Commercial Finance in a multinational environment.
- Significant FP A experience as a business partner providing financial insight to managements as well as creating tracking and controlling financial actual forecasts and metrics.
- Experience in creating providing financial presentations for management.
- Experience in developing financial models for business decisions including balance sheets and statements of cash flows in addition to income statements.
- Experience in Oracle Essbase/ COGNOS / Business Intelligence as a plus.
- Proficiency in Power BI / Power Pivot and experience analyzing large • scale datasets are highly valued and expected to become one of core capabilities of the role
- Experience and understanding of the local contact lens market is plus

**【Education】**

- Bachelor's degree required; MBA preferred.
- USCPA / JICPA preferred.

**会社説明**

ご紹介時にご案内いたします