

Commercial Finance Manager

Location: Melbourne

Level: Senior Manager

Reports to: Executive General Managers of Education and Work Pathways

We're looking for a commercially minded finance leader to take charge of the finance function across two fast-growing business units within our technology segment. This is a hands-on role for someone who thrives at the intersection of finance, technology, and strategy.

What You'll Do

- Lead and mentor a small, high-performing team (3 people) supporting two business units.
 - Partner closely with business and technology leaders to drive commercial outcomes — from forecasting and contract review to investment cases and monthly performance reviews.
 - Own end-to-end financial management including budgeting, month-end reporting, and variance analysis.
 - Build and improve financial systems and processes, including implementing new tools such as Salesforce and Revenue recognition module within Netsuite.
 - Translate financial insights into business actions that accelerate growth and efficiency.
 - Contribute to broader strategic initiatives, ensuring financial discipline while enabling innovation.
 - Manage the audit process, ensuring timely and accurate delivery of audit requirements while maintaining strong internal controls.
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Key Performance Indicators (First 12 Months)

- Forecast Accuracy: Achieve <5% variance between forecast and actual results for key P&L items (Revenue, EBITDA, cash margin and collections).
- System Implementation: Successfully implement and embed Salesforce integration and revenue recognition module within agreed timeline and budget.

- **Process Efficiency:** Reduce month-end close and labour capitalisation true up cycle times by at least 20%.
 - **Business Partnering Impact:** Demonstrate measurable improvements in financial visibility and decision support for business unit leaders (e.g., through enhanced analysis, monthly insights, or cost-to-serve analysis for enterprise contracts).
 - **Team Development:** Build capability and engagement within the finance team, reflected in improved performance metrics and feedback.
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What You'll Bring

- Degree-qualified in **Accounting, Finance, or Commerce** (CA/CPA highly regarded).
 - Proven experience in **finance business partnering**, ideally within the **technology or SaaS industry**.
 - Strong commercial acumen — able to connect financial results with business drivers.
 - Solid grounding in **financial reporting, budgeting, and revenue recognition principles**.
 - Comfortable being hands-on while also influencing senior stakeholders.
 - Experience implementing or improving **financial systems (Salesforce, Netsuite modules, BI tools - MODLR)**.
 - A growth mindset — curious, tech-savvy, and excited by change.
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Why Join Us

You'll play a pivotal role in shaping how finance partners with our technology segment. This is a chance to build capability, lead innovation, and make a visible impact on the company's performance.