



Designation:	PP4874 - Revenue Finance Manager (Investments)
Category:	Invest Finance, Actuarial & Compliance
Posted by:	Alexander Forbes
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Closing date:	18 Sep 2026
Location:	Sandton

Purpose of the Job:

Responsible for the analysis, forecasting, management, and optimization of revenue streams across the Alexforbes Investments business. The role provides financial insights into revenue, asset manager costs which are linked to asset growth, margin, revenue drivers, assets under management (AUM), and client profitability, supporting strategic decision-making and sustainable revenue growth. The role liaises with many business owners and other business areas (Pillars) in co-ordinating and analysing revenue drivers and asset flows.

Overview:

Responsibilities:

KPI Calculations and Processing:

- Calculate and record key revenue KPI's
 - Performer portfolio closing and average returns.
 - Blended market returns
 - Blended margins
 - Margins per channel
 - Asset mix
 - Asset new business annualised and contributable net revenue
 - Asset lost business annualised and contributable net revenue
 - Client margin enhancement annualised and contributable net revenue
 - Product margin enhancement annualised and contributable net revenue
- Identify opportunities to improve the efficiency and accuracy of calculations and recording of KPI's..

Revenue Analysis and Tracking:

- Understand and responsible for Investments Institutional and Retail revenue and KPIs.
- Analyse and interpret monthly revenue financial results and key metrics to report on Investments revenue including but not limited to:
 - Closing and average assets
 - New business, lost business and ongoing asset flows for institutional and retail
 - Market growth
 - Client fees, product costs and net revenue margins (before and after margin share with other Pillars)
 - Net new business annualised net revenue
 - Margin enhancement on net revenue
 - Asset based net revenue.
 - Advisory and consulting net revenue
 - Other non-asset based net revenue
- Analyse margin and profitability across key client segments and business units for changes month on month / year on year which also provides a check for any system or process inaccuracies.
- Anticipate variances that emerge between actual and budgeted results; propose solutions where necessary and provide both high level and detailed commentary in reporting explaining revenue variances of actual to budget, forecast, and prior year.
- Identify opportunities to improve the efficiency and accuracy of revenue processing and analysis.
- Sales Hub recon:

- Manage the related new business process,
- Understand and explain the reconciling items and risks
- Implement improvements to the process in collaboration with business.

Revenue Reporting:

- Compile monthly Revenue Flash / Management accounts for Investments Pillar and Group.
- Compile monthly Scorecard revenue measures for Investments Pillar.
- Compile monthly revenue report for Group.
- Compile monthly revenue margin enhancement Finance report for Investments Margin Enhancement Steerco.
- Compile monthly Retail Revenue Flash for Retail Pillar.
- Compile quarterly QBR revenue slides for Investments Pillar.
- Compile quarterly attributable revenue information for Investments Institutional Advisory, Delegated and Actuarial teams.
- Compile bi-annual revenue KPI's for Group.
- Provide certain ad hoc revenue analysis and reporting to Investments CFO.
- Deliver meaningful commentary and insights to support management decision-making.
- Ensure reporting is accurate, commercially relevant and delivered within agreed timelines.
- Enhance reporting tools, dashboards and management information capabilities.

Revenue Budgeting, Forecasting & Analytics:

- Take ownership and liaise with key stakeholders on updated assumptions for budget and forecasts and challenging them if necessary, including but not limited to:
 - Market assumptions
 - Institutional AuM New and Lost Business assets flows and associated net revenue
 - Institutional AuM uncontrollable asset flows
 - Retail AuM New Business and Outflows
 - Margin enhancement strategies and associated net revenue
 - Client fees, product costs and net revenue margins
 - Advisory and Consulting revenue
 - Administration net revenue from Growth Markets Pillar
 - Margin sharing with Corporate and Retail Pillars
 - 3rd Party Outsource fees
- Process and report quarterly forecasts and annual budgets with meaningful analysis and insight.
- Perform sensitivity calculations and stress testing to inform business of possible future outcomes (including adhoc and for ORSA)
- Identify any anomalies in assumptions in budget, forecast or ORSA
- Identify opportunities to improve the efficiency and accuracy of revenue forecasting and budgeting processing, analysis and reporting.

Internal Controls:

- Design, implement and maintain Internal Controls across revenue processes including but not limited to:
 - Accuracy, completeness and integrity of revenue processing and reporting.
 - Consolidated assets check
 - Growth markets consolidation check
 - Corporate Pillar margin sharing check
 - Retail Pillar margin sharing check
 - Accuracy of Ops system (SAMMI) categories
- Ensure accuracy, completeness and integrity of revenue processing and reporting.
- Update or create revenue SOPs covering the value chain of finance activities and as leverage for automation opportunities.
- Assist with internal and external audit requirements where required.
- Investigate and resolve reporting and calculation discrepancies.

Financial statements:

- Review of annual financial statements for legal entities in the Investments Pillar.

Required:

- Matric / Grade 12
- Relevant B-Degree (Finance, Business)
- Registered Chartered Accountant (CA) SA
- 2 to 8 years' experience post articles
- Minimum of 6 – 8 years' experience in the Financial Service industry, preferably asset management

Skills & Competencies:**Knowledge and skills:**

- Strong financial analysis, forecasting, budgeting, and reporting skills.
- Strong analytical, problem-solving, and decision-making skills with a high level of accuracy and attention to detail.
- Analysing and interpreting key revenue drivers to provide meaning insights and reporting to stakeholders.
- Good understanding of financial controls, governance, audit requirements and financial reporting.
- Ability to prepare and present information for senior stakeholders
- Advanced Microsoft Excel and reporting systems skills, with a focus on data analysis and process improvement.
- Strong stakeholder management and communication skills, with the ability to engage effectively across Finance and Executives.
- Ability to manage multiple priorities, meet deadlines, and work independently in a fast-paced environment.

Business Understanding:

- Key role in assisting and enabling the strategy for revenue to ensure it is aligned to the Investment pillar strategy
- Good understanding of budgeting, forecasting, and financial reporting process.
- Awareness of relevant accounting, governance, and regulatory requirements.

Functional Skills:

- Business intelligence
- Internal financial controls and audit support.
- Budgeting, forecasting, and financial analysis.
- Management reporting.
- Data analysis and financial modelling

Computer Literacy:

- Strong Excel and MS Office Suite (Word, PowerPoint, Outlook, Teams).

Business Skills:

- Strong analytical and problem-solving skills.
- Effective stakeholder management and communication.
- Strong planning, organisation, and prioritisation abilities.
- Ability to manage multiple deadlines and deliver accurate results.
- High attention to detail and commitment to quality.
- Sound judgement, accountability, and decision-making skills

Leadership Competencies:

- Leads by example with high levels of integrity, accountability, and professionalism.
- Builds effective relationships and collaborates across Finance and business stakeholders.
- Facilitates knowledge sharing, coaching, and capability development.
- Drives continuous improvement and operational excellence.
- Demonstrates initiative, sound judgement, and effective decision-making.
- Adaptable and resilient in managing change and competing priorities.

People Skills:

- Good communication — written and verbal, across all levels.
- Ability to listen and understand stakeholder needs.
- Approachable, collaborative team player.
- Accountability and personal flexibility.
- Problem solving and analytical thinking.
- Strong integrity and character

Core Competencies:

- Operational Excellence and Delivery
- Commercial Acumen
- Building Relationships and Collaboration
- Execution Excellence
- Continuous Improvement
- Attention to Detail
- Adaptability & Resilience

Leadership Competencies:

- Commercial awareness

- Resilient under pressure
- Impactful communication and leadership
- Purposeful collaboration
- Challenging ideas and driving improvement
- Developing expertise in self

The company's approved employment equity plans and targets will be considered as part of the recruitment process. As an equal opportunities employer, we actively encourage and welcome people with disabilities.