



Job Title	Global NRM Analyst
Job Level	4B
Location	UK
Business Unit	BBU - Net Revenue Management
Function	Commercial
Leader	Global NRM Manager
People Leadership	No direct reports

Role Purpose

Conduct global and local pricing analyses to generate insights for pricing optimisation. Provide consistent reporting on Net Revenue Management (NRM), including cross-border trade (TNT) and pricing per brand, market, and channel as input for planning processes and quarterly governance meetings

Accountabilities

- Conduct global and local pricing analysis based on demand insight to generate recommendations for pricing optimisation
- Develop and manages standard reporting on pricing per brand, market and channel to inform the WG&S Global Pricing Committee and support net revenue optimisation
- Monitor the compliance with NRM / pricing standards and guidelines and monitor exceptions to global guidelines where relevant
- Develop and embed analytic tools to support net revenue management. Work with Insights & Analytics, the NRM Team and respective market leads to develop local pricing insights and objectives for NRM
- Monitor cross-border trade (TNT) and counterfeit product with standardised reporting to support long term value creation and brand protection
- Partner with the local market, Insights & Analytics, and external agencies (where required) to ensure the provision of robust data that enable improved commercial pricing decisions
- Support the Global NRM Manager with Analytical Expertise on Net Revenue Management (NRM) projects across the global business
- Develop strong relationships with key partners to ensure alignment across the Group, working pro-actively and constructively with the relevant teams and supporting cross-functional collaboration



Values



BE PROUD
We are proud of our brands, our heritage, and our commitment to superior quality in our products



BE RESPONSIBLE
We expect every individual and their teams to be accountable and to perform to their full potential



BE SUSTAINABLE
We wish to make a positive contribution to our communities and to our environment



BE PROFESSIONAL
We value integrity, transparency, professionalism and constructive debate within a team working culture



BE ENTREPRENEURIAL
We foster a forward thinking and innovative culture that recognises the need for innovative thinking and continuous improvement



THINK LONG TERM
We are proud of our brands, our heritage, and our commitment to superior quality in our products

Core Competencies:

Writing and Reporting

- Writes clearly, succinctly and correctly
- Writes convincingly in an engaging and expressive manner
- Avoids the unnecessary use of jargon or complicated language
- Writes in a well-structured and logical way
- Structures information to meet the needs and understanding of the intended audience

Applying Expertise and Technology

- Applies specialist and detailed technical expertise
- Develops job knowledge and expertise through continual professional development
- Shares expertise and knowledge with others
- Uses technology to achieve work objectives
- Demonstrates appropriate physical co-ordination and endurance, manual skill, spatial awareness and dexterity
- Demonstrates an understanding of different organizational departments and functions

Analyzing

- Analyses numerical data, verbal data and all other sources of information
- Breaks information into component parts, patterns and relationships
- Probes for further information or greater understanding of a problem
- Makes rational judgments' from the available information and analysis
- Produces workable solutions to a range of problems
- Demonstrates an understanding of how one issue may be a part of a much larger system

Planning and Organizing

- Sets clearly defined objectives
- Plans activities and projects well in advance and takes account of possible changing circumstances
- Manages time effectively
- Identifies and organizes resources needed to accomplish tasks

Delivering Results and Meeting Customer Expectations

- Focuses on customer needs and satisfaction
- Sets high standards for quality and quantity
- Monitors and maintains quality and productivity
- Works in a systematic, methodical and orderly way
- Consistently achieves project goals

Achieving Personal Work Goals and Objectives

- Accepts and tackles demanding goals with enthusiasm
- Works hard and puts in longer hours when it is necessary
- Identifies development strategies needed to achieve career goals and makes use of developmental or training opportunities
- Seeks progression to roles of increased responsibility and influence



Skills and Qualifications:

Essential:

- A Relevant Degree e.g. Accounting, Finance, Economics, Statistics
- Demonstrable experience of Net Revenue Analysis in the FMCG Industry
- Excellent data mining skills with exposure to and a clear understanding of statistical modelling, including interrogating price elasticity models.
- Fluent/master in Excel and/or Access, with deep knowledge of macros and large database management, preferably having had exposure to other proprietary data analysis software tools
- Strong problem solving/analytical skills, understanding technology/analytics/operationalizing the same.
- Excellent interpersonal and communication skills at all levels of the organisation.
- Ability to adhere to deadlines and adopt a challenging approach to deliver robust, accurate financial data and information to meet business needs.
- Ability to effectively organise and plan ahead, ensuring wider teams are aligned to processes and timelines.
- Motivated, proactive self-starter who can work on their own initiative.

Desirable:

- Qualified (ACCA, CIMA, ACA), or equivalent
- International FMCG environment supporting Sales & Marketing teams in a Commercial Finance role.
- Prior experience and understanding of managing value chain 3rd party distributor markets.
- Proven project management skills
- Willing and able to undertake periodic international travel, as required.

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Date:	15/03/2021
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Date of last revision:	