



WILLIAM GRANT & SONS

ROLE PROFILE

Job Title	Senior National Account Manager
Business Unit / Group Function	ODC BU – WG&S Australia
BU Team / Sub-Function	Commercial / Sales
Location	Sydney, Australia
Team Leader	Head of Commercial
Team Members	Yes
Job Level	4A
Role Purpose	
To profitably maximise the distribution, activation, and sales of the WG&S portfolio through the allocated business partners.	
Accountabilities	
<ul style="list-style-type: none">• Develop strategy for the delivery of business 5yp KPI's within customer base• Protect and grow the position of all WG&S brands within the Australian market via the use of our channel partners by building effective, robust and collaborative relationships with them• Maximise promotional programs and measure compliance using both internal and external field teams• Collaborate with wholesale partners to agree realistic forecasts, ensuring adequate stock cover is in place that Deliver the KPI's for Wholesale, On Trade & third party partners• Ensure the company pricing vision is adopted across channel partners• Establish a personal profile within the customer base building a network of contacts which supports the achievement of the WG&S business strategy.• Plan and conduct meeting and review cycle and facilitate top-to-top meetings managing the trading relationships with all partners• Management of sales, profit, customer discounts and promotional planning and reporting• Continue to drive and embed Route to Consumer fundamentals (Right Place/Right Job/Right Skill/Efficiently/Sustainably)• Develop high performing team by leading the channel by coaching direct reports to deliver KPI's within the channel	
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