



WILLIAM GRANT & SONS

ROLE PROFILE

Role Title	Commercial Finance Manager
Internal Reference	CEN-0455
Business Unit / Group Function	Central Services, ODC
BU Team / Sub-Function	Finance
Location	Beijing
Team Leader Role	Head of Finance, China
Role Level	4A
Team Members	Yes
Role Purpose To partner closely with the business to drive and challenge decision makings to reach commercially sound consensus for maximising company profits and growth.	
Accountabilities • Coordinate total company budgeting process including submission to region/global • Develop Business Performance Review agenda/process including monthly reports, depletion and trade stock analysis, LE's and Budget variance analysis to ensure timely and effective decisions. • Coordinate A&P and Customer Discount investment processes to ensure the goal delivery of budgets and commercial plans • Implement and lead the M&E process to drive A&P effectiveness. Leverages learning to support Sales & Marketing functions develop robust Marketing and Commercial plans. • Develop processes to drive insightful performance analysis such as customer profitability, trade term and channel investment analysis • Input and support to all pricing (value chain), customer trade terms, and trade promotion decisions. • Input and support to all A&P investment decisions. • Standardize the process manual for each control cycles • Ensure compliance with group policy and requirements through periodic and routine testing • Lead in continuous improvement projects and apply Lean principles to recommend / implement process improvements. • Lead and coordinate special projects utilizing project management methodology.	
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