



WILLIAM GRANT & SONS

Independent Family Distillers since 1887

Position: Channel Manager

Duties: Responsible for leading the development of channel plans to profitably maximize the distribution, promotional activity and sales for the William Grant & Sons portfolio through the respective channel and ensure sustainable growth and profitability. Responsible for driving market level sales and marketing activities/programs for assigned channel, in conjunction with distributor/broker activities in order to achieve predetermined brand, volume, KPI objectives. Manage and oversee all local activities through distributor/broker organization and ensure that the Division Commercial team and distributor/broker efforts are focused on appropriate accounts, territories, and channels in order to achieve WG&S long-term objectives. Work with distributor/broker management and WG&S sales management to pre-plan all William Grant & Sons' activity in the market, including volume planning, spending initiatives, and KPI objectives. Achieve distributor/broker management commitment to WG&S goals and initiatives, managing distributor resources and obtaining disproportionate share of mind for WG&S portfolio/growth brands. Motivate and develop distributor/broker sales teams in order to achieve WG&S volume targets and sell-through objectives (POS, Program and Display execution, merchandising, brand promotion, staff training, menus) in the market for assigned channels. Evaluate and analyze market performance in order to ensure WGS goals are achieved, analyzing distributor/broker execution performance as well as gauge competitive activity in the market for assigned channels. Manage distributor/broker terms to leverage and ensure flawless execution of all promotion activity in the market, ensuring that promotion monies are effectively spent, maximizing value creation. Evaluate and report on market results, as well as changing market activity on a routine basis. Provide recommendations, if required, on market actions needed in order to ensure WG&S plan achievement in the market for assigned channel. Develop relationships with key members of the trade (owners, chain decision marketer, staff, etc.) in order to develop WG&S brands in the market. Gain appropriate commitments to WG&S initiatives. Provide education/training, as required, including the use of ambassador resources, as appropriate.

Location: New York, NY, San Antonio, TX & Austin, TX

Salary: \$117,550 - \$120,350 per year

Minimum Qualifications:	Education:	Bachelor degree (or a foreign equivalent) in Business Administration, Commerce, Economics, Marketing, or related discipline.
	Experience:	2 years of experience in the job offered, or in a Managerial position for a Multinational corporation in the Spirits Industry. Experience must include a strong background in the spirits and/or wine industry, with emphasis on supplier side. Must have hands-on experience with effective distributor management capabilities, accountability and the ability to gain commitment of the distributor/sales. Employer will accept any suitable combination of education, training or experience.



WILLIAM GRANT & SONS

Independent Family Distillers since 1887

Employer Contact: Shanta Ramkissoon
Senior Manager, HR & Rewards
William Grant & Sons, Inc.
130 Fieldcrest Avenue
Edison, NJ 08837