



WILLIAM GRANT & SONS

ROLE PROFILE

Job Title	RTC Systems and Processes Lead
Business Unit / Group Function	ODC BU
BU Team / Sub-Function	Commercial Sales
Location	New York Office
Team Leader	Director – US Route to Consumer
Team Members	Yes
Job Level	4A
Role Purpose	
Develop, build, and enhance our RTC technical systems and processes and be an integral part in embedment training across the organization. Be part of the team driving the operationalization of RTC and the monetization of data to drive our business forward.	
Accountabilities	
<ul style="list-style-type: none"> Facilitate and train the US commercial and marketing teams to more actively utilize data and analytics to advance WG&S RTC business goals by collaborating with the regions and leveraging sales data, syndicated data, and insights as well as collaborating with GTS, GreatVines and GoodData to maintain RTC Scorecards in line with company RTC expectations. Influence, support, and work collaboratively with the commercial region teams through the Annual and 5yr Planning Process by developing new data and insights to aid in forecasting and business planning; as well as collaborating with commercial finance to understand implications of plans. Establish SFA functionality, data usage and analysis among Commercial and Marketing Teams to educate them on system reports and functions to leverage the selling and planning process. Enhance capabilities of these teams through the use of BevPath, GreatVines, RTC System Admin – End User Training, User Problem Resolution, and Data Issue Escalation to GTS and project managing of SFA development and enhancement. Main point of contact to advise On Premise Specialists, distributor ADS team, and the Luxury team with KPI/goal set up, ad hoc and activity report development, and assisting in development of relevant account lists. Responsible for the project management of creating and deploying MES surveys to the OPS, ADS, and distributor networks in the agreed scheduled cycle periods with the goal to build analytical reporting from the MES results to help them build selling activity insights. Lead the SFA architecture by designing and developing dashboard environments for commercial, national accounts, marketing, OPS, luxury, and ADS management. Lead the design and development of GoodData metrics to continuously evolve with business needs as well as execute the strategic roadmap of maturation for route to consumer. Collaborate in the US MMA Action plan input by developing the distribution KPI goal template for all commercial teams to utilize with distributor partners, build GCC training modules for commercial and marketing, and develop the scorecard reporting to reflect to Global the distributor network performance of OPS, ADS, and Luxury teams. 	



WILLIAM GRANT & SONS

- Manage a team of two to develop their capabilities to best support the commercial and marketing functions within the RTC framework and train the roles to monetize data in order to drive growth of the business.