

## ROLE PROFILE

|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                                       |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------|
| <b>Role Title</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | <b>Net Revenue Management Analyst</b> |
| <b>Business Unit / Group Function</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | ODC BU                                |
| <b>BU Team / Sub-Function</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | Commercial                            |
| <b>Location</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Home-based                            |
| <b>Team Leader Role</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | Net Revenue Management Manager        |
| <b>Role Level</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 5                                     |
| <b>Team Members</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | No                                    |
| <b>Role Purpose</b><br>To work with the sales organization to manage, maintain and control commercial pricing activity. Preparation and analysis of key pricing metrics reports, summary reporting and by market distributor margin reporting. To manage and maintain all Control State price structures within the Vistaar system. To ensure all pricing is aligned to Company Strategy and State requirements and all changes are managed and updated to agreed timelines and expectations, ensuring full traceability and audit of all amendments.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                       |
| <b>Accountabilities</b> <ul style="list-style-type: none"> <li>• Manage and analyze commercial pricing: Work directly with the commercial teams on price execution and management. Manage and maintain Control State Price Structures in Vistaar. Work directly with Control State Managers to develop and implement Control State pricing programs.</li> <li>• Preparing and analyzing quarterly pricing reporting package from Vistaar (Budget) and iDig (Actual) to include: Distributor Margin, Price Change Impact, Customer Discount Evaluation &amp; NSV Detailed Reporting by Market.</li> <li>• Liaise with commercial team to identify and develop areas of opportunity.</li> <li>• Work with the commercial team on deal level review - deep dive into deepest deals to evaluate the effectiveness.</li> <li>• Customer level P&amp;L creation with price structure data.</li> <li>• Price survey execution, report building and analysis: Commercial Team, Independent &amp; Nielsen. Triangulate the data and provide key insights into pricing execution vs. strategy. Preparing the pricing survey reporting package on a biannual basis.</li> <li>• Process and review all price changes submitted from the Commercial team and Regional DFM's according to required timeline.</li> <li>• Pricing Administration: Processing Vistaar level data into IFS and reconciling the Vistaar Pricing Application system as needed. Maintaining pricing metadata in the Vistaar system: Depletions, COGS, Active Market/SKU list, Price Groups. Submit State price filings/control state changes in line with State mandatory deadline</li> <li>• Manage the creation and maintenance of State codes in IFS and ensure relevant data is compliant on all product outer cases and support Marketing Ops Director with COLA process.</li> </ul> |                                       |