



WILLIAM GRANT & SONS

## ROLE PROFILE

<b>Role Title</b>	<b>Senior Business Growth Analyst</b>
<b>Internal Reference</b>	CEN-0292
<b>Business Unit / Group Function</b>	Central Services
<b>BU Team / Sub-Function</b>	Business Growth
<b>Location</b>	Richmond
<b>Team Leader Role</b>	Business Growth Lead
<b>Role Level</b>	4A
<b>Team Members</b>	No
<b>Role Purpose</b>  To support the Business Growth team by leading analysis, research, financial modelling and project management across multiple initiatives to support the long-term development of the WG&S Group	
<b>Accountabilities</b> <ul style="list-style-type: none"><li>• Lead specific areas of strategic initiatives for WG&amp;S BU leaders, including regional and market strategy development, RTM analysis and M&amp;A opportunity assessment.</li><li>• Lead competitive analysis, monitoring the performance of our competitive set and analysing the development of spirits and alcoholic beverage markets around the world.</li><li>• Autonomously build financial and other analytical models to understand the impact of our strategic choices, RTM decisions and potential M&amp;A investments.</li><li>• Support the corporate planning cycle and development of the company 5 year plan.</li><li>• Partner with cross-functional teams to build business cases on key strategic decisions.</li><li>• Help develop Board-ready presentation materials including competitive reviews for our Business Unit and Executive Boards.</li><li>• Support the management of BS&amp;D analytical tools, data and research materials, including managing Business Growth's responsibility for IWSR – a key data source for the business.</li></ul>	
<b>Created by:</b>	Gavin Douglas
<b>Creation Date:</b>	07/07/2022
<b>HRBP:</b>	Ashley Bashford
<b>Date of last revision:</b>	29/11/2024