WILLIAM GRANT & SONS

# ROLE PROFILE

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| **Role Title** | **ODC Finance Director - USA** |
| **Internal Reference** | ODC-0411 |
| **Business Unit / Group Function** | ODC |
| **BU Team / Sub-Function** | Finance |
| **Location** | New York |
| **Team Leader Role** | ODC Business Unit Finance Director |
| **Role Level** | 2 |
| **Team Members** | Yes |

**Role Purpose**

To own all aspects of the ODC market financial strategy and financial management including the delivery of a robust and relevant financial control and governance framework.

To support the ODC BU FD and local in market MD in developing and delivering on the long term plans for the local ODC. This role will be a member of the US Executive Team.

**Accountabilities**

- Identify opportunities, risks and trends within the ODC and local market to maximise performance, mitigate risk and ensure delivery of all strategic priorities
- Lead reporting from a local business unit perspective whilst maximising commercial insight and an aligned management and reporting framework ensuring strong governance and financial controls, and foster a strong culture of compliance across the ODC
- Manage all aspects of the ODC finance function activity in line with the group finance policies and calendar and also in line with relevant statutory or government requirements
- Lead the ODC's financial planning and reporting processes, collaborating with the local leadership and functional teams together with the ODC BU FD to provide robust plans and insightful, actionable reporting. Provide and interrogate expert financial analysis and insight, identifying opportunities as appropriate
- Ensure sharing of progressive practice across ODCs as well as providing a quality interface with the BBU commercial and finance teams to ensure the ODC efficiently delivers world class distribution capability for the BBU and the BBU is challenged to provide what the ODC needs to enable that
- Engage with the distributor tier of the ODC to ensure full implementation of new conditional contracts ensuring appropriate financial payments are made, LMF repatriated to ODC books and tracking/scorecard performance measures are implemented with each distributor
- Execute and evaluate in- market marketing spend with a focus on continuous improvement in effectiveness and return on investment
- Drive profitable revenue growth for the ODC by leading the net revenue management agenda, ensuring appropriate training, tools and processes are implemented across relevant functions
- Act as a key member of the ODC Executive Team and both the Management and Statutory boards to strengthen the sustainable performance of the business
- Lead, motivate and develop capability across the ODC finance team in line with the Company Values to maximise employee engagement and performance

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| **Created by:** | James Taylor |
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| **HRBP:** | Ashley Bashford |
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