



WILLIAM GRANT & SONS

ROLE PROFILE

Job Title	Commercial Finance Manager – Control States
Business Unit / Group Function	ODC BU
BU Team / Sub-Function	USA Finance
Location	Home-Based / New York, NY Office / Edison, NJ Office
Team Leader	Commercial Finance Director – BBG & Control States
Team Members	No
Job Level	4B
Role Purpose To direct and aid in financial analysis, evaluation and report generation activities of current and proposed financial plans. Support the Commercial Finance Director, BBG & Control States to develop and implement the financial objectives for their respective division in the US business unit, including the execution of the route to market strategy.	
Accountabilities <ul style="list-style-type: none">• Supports divisional Commercial team in producing monthly financial results and analysis in support of financial performance objectives.• Partners with Supply Chain to validate demand planning outputs for the Division, coordinating input for appropriate resources in the Division or Distributor to ensure shipment accuracy.• Conducts reviews of the performance of Key Markets and Distributor Networks within the Division vs. established annual financial targets through developing, directing and reviewing the preparation of analysis, reports and schedules as required.• Prepares Commercial teams with financial information to assists with regular business reviews with Distributor/Broker Partners.• Reviews Division forecasts and business plan results from Hyperion ensures all partner functions input accurate and timely information in order to produce full regional P&Ls.• Assists in evaluating forecast and business plan results and counsels partner functions to make revisions as necessary to correct for errors, omissions, or misalignment with guidelines.• Establishes self as key finance contact for broker and serves as first point of contact for all issues related to Financial Management including accounts payable and accounts receivable.• Identifies deviations from company plans and policies and escalates to leader as necessary.• Assists Shared Services team in resolving issues with AR and AP balances between customers.	