



WILLIAM GRANT & SONS

ROLE PROFILE

Job Title	Commercial Finance Manager – Middle East and Indian Subcontinent
Business Unit / Group Function	BBU Finance
BU Team / Sub-Function	BBU Finance – Africa, Middle East and Indian Subcontinent
Location	Richmond
Team Leader	Head of Finance – Africa, Middle East and Indian Subcontinent
Team Members	1
Job Level	4A
Role Purpose To support and manage the financial management, reporting, planning and analysis of commercial performance for a major global region with a wide range and diversity of markets. To support the Regional Head of Finance with interfacing both internally and externally for all financial management matters. To provide analysis and insight and make recommendations to support decision making and the roll-out of key strategic, marketing and commercial decisions in the Region. To meet reporting and planning deadlines and manage processes as detailed within the Finance Calendar. To support governance and compliance across the region, working alongside the compliance and controls manager, ensuring adherence to regulatory deadlines across the region.	
Accountabilities • Responsible for the monthly management accounting for the region and providing support for the region – A&P, Customer Discount, Overheads, depletions and others, accruals, provisions and releases as required. Liaise with markets, distributors, commercial owners and in-market accountants as required, to ensure accuracy and timeliness of information flows. • Support the Regional Head of Finance on the provision of aligned strategic plans ensuring all markets follow a common strategy and approach. • Lead and support planning cycles in the region - Budget, 5YP and FYE. Ensure planning timetables are aligned and communicated to key stakeholders, and that key deadlines are met in completion of the detailed bottom up build. • Be a Commercial Business Partner to the regional Commercial team. Instigate and manage the monthly business area reviews with the teams in accordance with the Finance Calendar. Use functional expertise to challenge the numbers, generate insights, and consolidate Risks & Ops to Budget / FYE through the monthly business operating rhythm. • Be a Commercial Business Partner to the regional Marketing and Supply Chain Managers, supporting the team on analysing commercial data (market share data and internal financial data) to speed up the decision process and generate recommendations to the SLT. • Provide finance support, ad hoc analysis and meet project requirements to the regional team as required, with a focus on supporting delivery of the Commercial Finance Team agenda.	



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- Review Regional finance and business processes on an ongoing basis. Identify opportunities for continuous improvement, and propose / implement these with input / authorisation from the Regional Head of Finance and Head of FP&R as appropriate.
- Support the Regional Head of Finance and deputise periodically as required.
- Responsible for specific additional areas such as analysis and monitoring of regional overheads including T&E spend. Provide finance support, ad hoc analysis and meet project requirements to the regional team as required.
- Support decision making through building a solid understanding of the range of systems, processes and capability across the region, with a view to optimising cross market initiatives.
- Assist with implementing and embedding the William Grants Way to help incorporate the new Regional structures and ensure that ODC reporting requirements are included in key BBU reporting.
- Support the Regional Head of Finance with ODC requirements and deputise as required.
- Support both governance and compliance across the region working closely with the compliance and controls manager and maintaining good working relationships with our local service providers within the markets

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