



WILLIAM GRANT & SONS

ROLE PROFILE

Role Title	Regional Sales Manager - India
Internal Reference	ODC-0307
Business Unit / Group Function	ODC
BU Team / Sub-Function	Commercial
Location	Gurgaon
Team Leader Role	Sales Director
Role Level	4A
Team Members	Yes
Role Purpose Leading Commercial Responsibility including RTC and RTM for South India's core regional markets	
Accountabilities <ul style="list-style-type: none">• Responsible for delivering the route to consumer strategy as per 5-year Strategy and annual plan.• Manage multiple distributors across region for delivery of Monthly Volume and support scheme to meet the annual targets.• Responsible for delivering agreed Customer account plans/promotion plan for On Trade and off trade to create right visibility for the brands and in line with brand Strategy.• Responsible for managing and developing team• Work closely with Internal and External stakeholders.• Collaborate with the key customers for realistic brand/sku volume forecast and amend where and when appropriate.• Responsible for identifying new business opportunities across the States/Channels including the development of new brands/pack sizes as appropriate	
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