



WILLIAM GRANT & SONS

ROLE PROFILE

Role Title	Commercial Finance Manager
Business Unit / Group Function	Central Services, BBU
BU Team / Sub-Function	Finance
Location	Thailand
Team Leader Role	Head of Finance - SEA
Role Level	4A
Team Members	No
Role Purpose	
<p>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 Head of Finance - SEA 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 Thailand and Indochina markets. To meet reporting and planning deadlines and manage processes as detailed within the Finance Calendar.</p>	
Accountabilities	
<ul style="list-style-type: none">• Responsible for the monthly management accounting and providing support for the Thailand and Indochina markets – A&P, Customer Discount, Overheads, depletions and others, accruals, provisions and releases as required. Liaise with markets, distributors, commercial owners and accountants as required, to ensure accuracy and timeliness of information flows.• Support the Head of Finance - SEA on the provision of aligned strategic plans ensuring the Thailand and Indochina markets follow a common strategy and approach.• Lead and support planning cycles in the Thailand and Indochina markets - Budget, LE1 and LE2. 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 Thailand and Indochina 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 / LE.• Be a Commercial Business Partner to the regional/local 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.• 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.• Review Regional finance and business processes on an ongoing basis. Identify opportunities for continuous improvement and propose / implement these with input / authorisation from the Head of Finance – SEA and SEA FP&A as appropriate.	



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- Responsible for specific additional areas such as analysis and monitoring of Thailand and Indochina markets' overheads including T&E spend, International Agreements. 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 Thailand and Indochina markets, with a view to optimising cross market initiatives.
- Assist with implementing and embedding the William Grant Way to help incorporate the new Regional structures and ensure that ODC reporting requirements are included in key BBU reporting.