

ROLE PROFILE

Role Title	Division Net Revenue Management Manager
Business Unit / Group Function	ODC
BU Team / Sub-Function	Commercial
Location	Home-Based
Team Leader Role	Director – Division Revenue Management
Role Level	4A
Team Members	No
<p>Role Purpose</p> <p>To maximize sustainable profit through effective pricing and trade terms across a dedicated Divisional Sales team. Support the Division Sales team in the execution of our global pricing standards and strategy, always on pricing analysis of internal performance and our competitive benchmarks, as well as decision support/M&E on any price or promotion opportunities developed in concert with our market sales leads.</p>	
<p>Accountabilities</p> <p>Pricing</p> <ul style="list-style-type: none"> Review implementation of recommended plans, analysing how differences have occurred & recommend lawful strategies compliant with approved financial practices and standards to achieve targets. Analyze and execute our local Price Strategy by brand variant / size that drives maximum value and profit creation, for sustainable long-term growth. Work directly with our external Distributor partners to review pricing structures, deal mix, value chain/margins, and ensure we are timely in our reconciliations of customer discount spends owed, escalating any areas of risk of opportunity through these reviews with the Market Leads & NRM Director. Partner with sales and chain teams to challenge and build effective promotional/scan programming throughout the market, ensuring approved programs deliver on retail price strategy, remain within budget guidelines, and are legally compliant. Provide Pricing M&E of all strategic pricing or discount decisions and turn that analysis into insights that lead to potential shared best practices and future actions/promo strategy for scaling up opportunities and delivering the most effective ROI. <p>Value Chain</p> <ul style="list-style-type: none"> This role requires a deep understanding of the many layers underneath our NSV per case, such as FOB, national & local taxes, and the use of conditional discounts to drive our recommended retail shelf price strategy. Effectively manage the Division’s price structures with in depth analysis of prices to retailer and deal mix, bottle costs, retailer and distributor margins, and constantly analyzing movement in those price points across a variety of internal/external data sets (internal Vistaar/VIP reporting, as well as external data points like Nielsen/Jenda). On-going training of our competitive pricing strategy, as well as NSV/cs management, within the entire support team for their dedicated Division, ensuring high levels of competency of this skill throughout Commercial/Finance teams. <p>Decision Support</p> <ul style="list-style-type: none"> Preparing and analyzing quarterly pricing reporting package from Vistaar/VIP to include: Distributor Margin, Price Change Impact, Customer Discount Evaluation & NSV Detailed Reporting by Market (Actuals v. Budget).. Price survey administration and analysis: Estimated Mark-ups, Independent Surveys, Jenda & Nielsen. Triangulate the data and provide key insights into pricing execution vs. strategy. Support NRM Director in delivering ongoing process, reporting, and system improvements. We must consistently advance our M&E practices, discounts reconciliation speed and accuracy, and drive consistency through key commercial planning/reporting/forecasting tools. 	