



WILLIAM GRANT & SONS

ROLE PROFILE

Job Title	Commercial Finance Manager, Latin America
Business Unit / Group Function	Central Services
BU Team / Sub-Function	BBU Finance Latam
Location	Miami
Team Leader	Head of Finance Latam
Team Members	1
Job Level	4A
Role Purpose Ensure the overall delivery of the entire financial analysis, planning, and reporting, and the net revenue management agendas of the LatAm Region. Support the LatAm Leadership team in setting and achieving stretch target for the different clusters/markets in line with then long-term strategy, continually seizing for growth opportunities, driving an effective decision support process, and gaining alignment of action with key stakeholders. Maximize sustainable profit through value chain optimization, effective pricing, and trade terms. Oversee the transactional accounting tasks and control practices needed to ensure consistency/accuracy of the Region's management accounts.	
Accountabilities <u>Planning, Reporting and Control</u> Oversee the preparation and delivery of the 5-year plan, Budget and LEs in compliance with centrally driven guidelines, ensuring an effective/open communication thought the process, and procuring the involvement/participation of all key stakeholders. Oversee the delivery of the monthly/annual management accounts (month/period-end process) for the Latin America region, ensuring integrity and understanding of the numbers to allow business decisions to be made based on complete and accurate information. Oversee the A&P budget control process by guaranteeing the adoption of consistent control-processes, tools, and reporting across the region, with the overall intention of ensuring actual investment is in line with the agreed strategy. Oversee Overheads budgeting, planning and reporting. Validate/review the Regional Balance Sheet reconciliations ensuring high quality of analysis is made and in compliance with central requirements. Support the delivery of a robust Compliance practice. <u>Pricing</u>	



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In collaboration with the LatAm Marketing and Commercial Teams develop, oversee and deliver an effective pricing strategy by brand variant / size across consumer, distributor, trade customer, and channel in order to maximize value for WG&S.

Jointly with Marketing develop and deliver the brand price positioning consumer price strategy within the commercial realities agreed with commercial teams.

Provide input to Global Brand Teams on price Strategy as needed. Develop key competitive benchmarks or indexes for Brand variants.

Ensure proper monitoring of consumer pricing across channels in key markets to assess brand positioning vs guidelines/benchmarks and competition. Assist in performing Risk Analysis of price adjustments (price elasticity modeling).

Develop and deliver best practice Trade Terms Structure that enables WG&S to focus spend & investment consistently with best practice with key distributors.

Develop, implement and ensure Distributors / Markets utilize common price structures to most effectively manage price changes and margin management.

Support the Regional team to identify, analyze and pursue business growth opportunities by continually looking to improve distributor pricing, portfolio/SKU mix, and more favorable commercial terms.

Develop key relationships in order to play an integral role in the global Net Revenue Management agenda for WG&S – especially in the Americas and Global teams – with a view to best practice sharing and applying learnings in LatAm.

Value Chain

To work collaboratively with the commercial teams and directly with third party distributors in market to identify, prioritize and seek out pools of “value” across the LatAm region that can be unlocked to enable re-investment in our brands or enhanced profit contribution.

Provide total transparency of the key elements of the brand variant value chain regulatory/Trade/Distributor/WGS) aiming at growing the NSV/case without necessarily affecting consumer price.

On-going training of pricing management to organization to ensure high levels of competency of this skill throughout Commercial/Marketing/Finance teams.

Decision Support

Lead the allocated product management process to delivery highest value for the region.

Participate in the evaluation and selection of tools to support Price Management, Tracking and analysis.

Perform Decision Support on projects to evaluate opportunities in the market related to new brands, business venture and projects.

Created by:

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