



WILLIAM GRANT & SONS

ROLE PROFILE

Job Title	Region Finance Analyst
Business Unit / Group Function	ODC BU
BU Team / Sub-Function	US Finance
Location	Home-Based
Team Leader	Region Finance Manager / Region Finance Director
Team Members	N/A
Job Level	5
Role Purpose	
<p>To maximize WGS profitability by supporting Region teams with appropriate analysis/insight regarding market performance, channel performance, pricing analysis, post-program effectiveness, etc. Supports the Region in achieving brand & financial goals by providing financial reporting on account receivables, promotion, customer discounts, LMF spending versus plan/budget. To meet reporting deadlines and manage processes as detailed within the Finance Calendar. Specific responsibility for maintaining a robust internal control environment; the main point of contact for all local monthly and forecasting reports; and the reconciliation of the various financial systems used within the region.</p>	
Accountabilities	
<ul style="list-style-type: none">• Supports all financial reporting within the Region and provide financial analysis, as appropriate, to Region Finance Director as well as other members of the Region team in order to ensure Region financial/budget goals are achieved. Provides routine analytics to Region Finance Director as required.• Assists Region team in the pre-planning/budgeting of all WGS activity in the markets, including volume planning, spending initiatives, and KPI objectives. Reviews and reports on execution throughout the Region in order to ensure achievement of WGS goals and initiatives.• Assists in the oversight of Region for Customer Discounts, Promotion, and local Advertising budgets, as well as distributor investment (LMF), so as to best position Region for achievement of budget as well as longer-term, profitable growth. Work with Region team as well as distributor/broker contacts in order to reconcile distributor AR balances. Provide analytics to Region team and Region Finance Director, as required.• Provides timely business/sales analysis to Region team, including depletion analysis, channel trends (including Nielsen), competitive activity, and pricing analysis. Support Region team in the preparation of Business Reviews and other distributor management updates.• Support the Region Finance Director and the Region Sales Organization in reviewing and analyzing Region price structures, pricing management, distributor margin analysis, competitive pricing analysis, pricing elasticity studies, etc. and assist in ensuring that brand pricing guidelines are executed throughout Region.• Facilitates growth within the Region by investigating business opportunities and/or troubleshooting within Region and /or with key customers for optimal performance.• Covers Region NSV of at least \$70M and PAM of at least \$50M	