



WILLIAM GRANT & SONS

## COMMERCIAL FINANCE MANAGER- ON TRADE & RTM

<b>Job Title</b>	Commercial Finance Manager- On Trade & RTM
<b>Business Unit / Group Function</b>	WG&S UK
<b>BU Team / Sub-Function</b>	Finance
<b>Location</b>	Hook
<b>Team Leader</b>	Head of Commercial Finance
<b>Team Members</b>	n/a
<b>Job Level</b>	4A
<b>Role Purpose</b>	
<p>To business partner the Commercial Team supporting development and review of business opportunities and providing a point of contact for financial queries. Appraise and review ongoing KPI targets throughout the Monthly Business Planning cycle (MBP) and maintain a strong understanding of operational and commercial issues.</p> <p>To support the Commercial Finance Manager/Head of Commercial Finance in leading the budget and forecasting process.</p> <p>Support completion of month end tasks by Commercial Finance Team including substantiation of balance sheet accruals.</p>	
<b>Accountabilities</b>	
<ul style="list-style-type: none"><li>•Business Partnering with Commercial and Marketing functions to ensure the delivery of profit and key financial metrics across all brands.</li><li>•Business partner with Commercial Controller(s) and their team to ensure delivery of channel Profit and key financial metrics in line with targets.</li><li>•Provide expert financial support for functional heads and the Director team when evaluating new opportunities across the business, including new product development and financial modelling / scenario planning to provide solutions to key business challenges.</li><li>•Work collaboratively with relevant commercial and marketing teams to ensure delivery of other key business measures - stock efficiency, credit control, overheads. Liaise with other finance and Supply Chain functions to provide accurate and insightful management information to support this.</li><li>•Support the team to ensure we have a robust month end process, ensuring necessary accruals have been completed as needed and with appropriate supporting documentation and all balance sheets are reviewed thoroughly</li><li>•Support the Commercial Finance Manager/Head of Commercial Finance in leading the budget and LE process for WG&amp;S UK, supporting the Commercial and Marketing teams in the delivery of a robust plan.</li><li>•Support the wider budget and LE process ensuring accuracy across the business and providing key analysis and insights to the Director team.</li><li>•Work closely with Brand and Commercial teams to develop a promotional plan to support the overall business strategy.</li><li>•Support the Monthly Business Process (MBP) in monthly cross-functional reviews with the Commercial and Brand Teams, feeding back on key business measures and reviewing ongoing business issues.</li></ul>	



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- Maintaining an expert knowledge of our systems, and exploring opportunities to optimise their use. Liaise with Finance super users as appropriate.

<b>Created by:</b>	Heather Hodge
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<b>HRBP:</b>	Melissa Thomas
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