WILLIAM GRANT & SONS

ROLE PROFILE

Role Title	**Commercial Finance Manager**
Internal Reference	CEN-0026
Business Unit / Group Function	Central Services, BBU
BU Team / Sub-Function	Finance
Location	Richmond
Team Leader Role	Head of Commercial Finance
Role Level	4A
Team Members	No

Role Purpose

To support 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 Commercial Finance 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 Region

To meet reporting and planning deadlines and manage processes as detailed within the Finance Calendar.

Accountabilities

- Responsible for the monthly management accounting for the region and providing support for the region – A&P, Customer Discount, Overheads, depletions and others, accruals, provisions and releases as required. Liaise with markets, distributors, commercial owners and in-market accountants as required, to ensure accuracy and timeliness of information flows.
- Support the Regional Head of Finance on the provision of aligned strategic plans ensuring all markets follow a common strategy and approach.
- Lead and support planning cycles in the region - Budget, 5YP, monthly FYE. 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 regional 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 / FYE.
- Be a Commercial Business Partner to the regional 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 to the SLT.
- 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 Regional Head of Finance as appropriate.
- Support the Regional Head of Finance and deputise periodically as required.
- Responsible for specific additional areas such as analysis and monitoring of regional overheads including T&E spend, International Agreements. Provide finance support, ad hoc analysis and meet project requirements to the regional team as required.

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• Support decision making through building a solid understanding of the range of systems, processes and capability across the region, with a view to optimising cross market initiatives. • Assist with implementing and embedding the William Grants Way to help incorporate the new Regional structures and ensure that ODC reporting requirements are included in key BBU reporting.	
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