



WILLIAM GRANT & SONS

<b>Job Title</b>	<b>Global Sales Operations Manager – Americas</b>
<b>Business Unit</b>	BBU
<b>Function/Region</b>	Route to Consumer (Commercial)
<b>Location</b>	New York
<b>Leader</b>	Global Head of Sales Operations
<b>People Leadership</b>	No
<b>Job Level</b>	4A
<b>Role Purpose</b>	
<p>Embed and operationalize the WG&amp;S sales operations model across ODCs and third-party markets in Americas region. Ensure that each market is developing and growing their RTC assessment rating specifically against “Sales Operations, continuous improvement”.</p>	
<b>Accountabilities</b>	
<ul style="list-style-type: none"><li>• Works with markets in the region to ensure the embedding of the sales operations model as a core driver for performance and growth for the business.</li><li>• Deploys and embeds tools and process to optimise sales force efficiency and effectiveness and to increase the scale of our execution footprint in the region.</li><li>• Partners with system implementation manager to ensure SFA system blueprint is implemented and maintained in the region.</li><li>• Acts as Regional SME for Sales Operations and ensures the MMA is completed and that a robust action plan is developed for improving the commercial excellence in line with the agreed five-year plan.</li><li>• Partners with the Regional Head RTC in developing an effective agenda for improving the standards of execution across the markets. Partners with the commercial capabilities team to develop and deliver sales operations trainings in the region.</li><li>• Represents the region as global sales ops team with global analytics and data operations team and participates in meetings relevant to the region.</li><li>• Accountable for implementing a standardised and common approach to our end-to-end distributor management approach in the region, ensuring a rigorous approach to distributor selection, assessments and performance management in line with our RTC principles.</li></ul>	



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- Adheres to relevant WG&S' data standards and governance procedures, providing information and insights, and participating in meetings related to performance management and business planning as per the William Grant Way (GW).

Created by:	Nader Al-Hajj
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