



WILLIAM GRANT & SONS

ROLE PROFILE

Job Title	Commercial Finance Manager – USA & National Accounts
Business Unit / Group Function	ODC
BU Team / Sub-Function	Finance
Location	New York, NY Office
Team Leader	Vice President – Commercial Finance USA
Team Members	Yes
Job Level	4A
Role Purpose Assists VP, Commercial Finance USA in delivering consistency in the approach to operating Division finance functions. Upholds the national regiment of Financial Reporting and Analysis, collating information from each geography producing total USA positions on business results. Supports the VP, Commercial Finance USA to develop and implement the financial objectives for National Accounts along with directing and aiding in financial analysis, evaluation and report generation activities of current and proposed financial plans, including the execution of the route to market strategy.	
Accountabilities • Supports National Account team in producing monthly financial results and analysis in support of financial performance objectives. • Conducts reviews of the performance of Key Chains within the Division vs. established annual financial targets through developing, directing and reviewing the preparation of analysis, reports and schedules as required. • Prepares Commercial teams with financial information to assist with regular business reviews with Distributor Partners. • Assists VP National Accounts in evaluating forecast and business plan results and counsels partner functions to make revisions as necessary to correct for errors, omissions, or misalignment with guidelines. • Identifies National Account deviations from Company plans and policies and escalates to Compliance team and partners on appropriate action as necessary. • Facilitates organizational Commercial Finance reporting and analysis and by consolidating performance inputs from divisional Commercial Finance teams. • Reviews monthly divisional results and diagnoses performance issues and recommends opportunities for partner functions NRM, Supply Chain, and Commercial functions to deliver better results. • Produces monthly consolidated Total USA financial KPI pack and reviews with VP of Commercial Finance and GM Commercial, ensuring that key financial business drivers are well understood and documented. • Reviews roll-up of USA Plan and Forecasting information (Shipments and Depletions) and validates result with Business Planning team systems (Hyperion, OMP, etc.). • Continually looks to diagnose performance gaps at a National Accounts and USA level and implements initiatives down to team for addressing performance gaps within regions. • Participates in developmental projects that are aimed at continuous improvement of the Commercial Finance function to ensure the William Grant Way and the evolution of its principals continue to be supported by best-in class systems and processes. • Partners with the following teams - NRM & Supply Chain and verifies business rules and procedures and ensures divisional finance resource are up to date on required practices for conducting functional finance	



WILLIAM GRANT & SONS

requirements for their respective roles; Central Compliance and Accounting team to train Commercial Finance teams on necessary compliance obligations and processing requirements.