



WILLIAM GRANT & SONS

## ROLE PROFILE

<b>Job Title</b>	<b>Global Private Clients Lead</b>
<b>Business Unit / Group Function</b>	BBU
<b>BU Team / Sub-Function</b>	Global Marketing
<b>Location</b>	Richmond
<b>Team Leader</b>	Managing Director Private Clients
<b>Team Members</b>	No
<b>Job Level</b>	3B
<b>Role Purpose</b>  Lead the development and execution of the Global Private Clients plan, ensuring WG&S Private Clients has the right 'one world' operating model. Lead the global auction 5Y commercial plan across select partners. Manage global UHNWI client relationships for the long term.	
<b>Accountabilities</b> <ul style="list-style-type: none"><li>• Develop and network of a new global UHNWI client list (vs current) and manage their exclusive sales activities and sales channels to build long-term relationships. Ensure 1<sup>st</sup> party data capture within the global black book CRM database.</li><li>• Manage the development of the Global Private Client business, collaborate with the Managing Director Private Clients to build the 5YP and execute the P&amp;L for Private Client sales. Monitor the Private Clients performance in select markets.</li><li>• Define the commercial activity calendar for global and in-market private clients ensuring key timings are met, activation guidelines and execution standards are adhered to.</li><li>• Support a network of global commercial partnerships and brokers to unlock sales opportunities. E.g. Bordeaux Index</li><li>• Develop and execute the global commercial Auction 5Y plan with identified partnerships e.g Sothebys. Collaborate with the Rare Whisky Innovation team, GBTs to ensure the right product portfolio and launch plans are in place.</li><li>• Collaborate with Stocks Business Unit to identify and align the right pipeline of stock and allocations for Private Clients.</li><li>• Consult with Global Brand Teams to ensure Private Client product launches adhere to brand guidelines.</li><li>• Develop strong industry and complementary industry connections through appropriate trade bodies and events to gain access to potential private sales clients</li><li>• Develop strong relationships with key partners to ensure alignment across the Group, working pro-actively and constructively with the relevant teams and supporting cross-functional collaboration</li></ul>	



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- Support the Global Luxury Director in defining the long-term vision for our Rare Spirits business to drive sustainable value growth in line with the Corporate Objectives, the BBU 5-year plan and the brand guidelines
- Adhere to relevant WG&S' reporting 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 (WGW)

<b>Created by:</b>	Will Peacock
<b>Creation Date:</b>	17/07/24
<b>HRBP:</b>	
<b>Date of last revision:</b>	