



WILLIAM GRANT & SONS

ROLE PROFILE

Role Title	Commercial Insight Executive
Business Unit / Group Function	ODC- WG&S Korea
BU Team / Sub-Function	Commercial / Commercial Strategy
Location	Seoul, Korea
Team Leader Role	Commercial Strategy Manager
Role Level	5
Team Members	No
Role Purpose To support the development and implementation of Route to Consumer (RTC) based on data/insight analysis and work closely with cross functional teams, especially with sales teams to ensure soft landing of implementations and new ways of working driven by RTC.	
Accountabilities <ul style="list-style-type: none">• Analyse RTC/Commercial data and identify implications and opportunities for enhancement.• Support Commercial Strategy Manager in all aspects of Route to Consumer and in delivering team objectives including but not limited to data analysis, insight gathering, material development and operation.• Provide weekly/monthly RTC reports as defined in the market.• Manage operation of commercial activations driven by Commercial Strategy.• Coordinate and prepare cross functional meetings in line with Operating Rhythm.• Support in managing sales capability enhancement programs/trainings and embedment through accreditation in line with Global Sales College program.• Work with Commercial Operations Analyst to set configuration in Great Vines for RTC including survey designs as required in the market.	
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