



WILLIAM GRANT & SONS

ROLE PROFILE

Role Title	National Account Manager - eCommerce
Business Unit / Group Function	ODC BU – WG&S Australia
BU Team / Sub-Function	Commercial / Sales
Location	Sydney, Australia
Team Leader Role	No
Role Level	4B
Team Members	No
Role Purpose To lead the customer strategy and maximise sales of the WG&S portfolio in the e-commerce channel, through account management of Pureplay customers and partnership with bricks & clicks retailers to drive our customer plans and sales outcomes. This will include supporting the business to manage and execute the ANZ E-commerce sales vision and channel strategy.	
Accountabilities <ul style="list-style-type: none">• Build effective, robust, and collaborative relationships with channel partners across pureplay, specialist and grocery eCommerce customers.• Manage customer base effectively through RTC, joint business plans & regular meetings with key customer personnel• Deliver the channel budget – including management of sales, profit and value reporting and maximise Net Revenue Management through price, mix, customer discounts and customer programs• Develop and share eCommerce best practice and support Omni Channel NAM's & CMM's, to develop .com format strategies across the key partners, to drive Distribution, Visibility & Activation.• Develop and own Australian market eComm business performance visibility and measurement & evaluation tools, providing local and global updates on performance and identification of growth opportunities.• Collaborate with the channel partners to agree realistic forecasts, ensuring adequate stock cover is in place at all times.• Plan and conduct meeting and review cycle and facilitate top-to-top meetings managing the trading relationship within budgeted spend• Actively contribute and participate in the business operating rhythm and annual planning cycle• Explore and research additional channel/customer opportunities such as DTC	
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