



WILLIAM GRANT & SONS

NET REVENUE MANAGER

Job Title	Net Revenue Manager
Business Unit / Group Function	WG&S UK
BU Team / Sub-Function	Commercial
Location	Hook
Team Leader	Commercial Director
Team Members	n/a
Job Level	4A
Role Purpose Determine and lead the implementation of key strategic Net Revenue projects for the UK commercial business. Responsible for delivering Net Revenue benefit, supporting the implication of Cross Hairs, improving Commercial team Net Rev Capability and Commercial Operational Effectiveness ahead of our financial targets.	
Responsibilities <ul style="list-style-type: none">•Facilitating and delivering the WG&SUK Spirits Net Revenue Management and pricing agenda. Ultimately responsible for driving NRM execution and ownership of our headline price and financial targets.•Aligned with finance team to support the development and execution of suggested consumer and trade pricing plans, across all channels of trade.•Identify, support and drive the execution of insights into commercial action with, Channel heads and category customer leads, to realise the value from: customer cost pricing, channel pricing harmonisation, M&E, promotional plan and trade spend/terms optimisation. Reviewing trends and competitive activity throughout the year to identify additional suggested pricing opportunities or risks•Implement and lead pricing agenda and related NRM processes efficiently, in order for WG&SUK to optimise NSV per 9L growth•Improves trade spend efficiencies in order to drive net revenue and profitability•Drives internal and external organisational capabilities, processes, and tools in the NRM space in order to accelerate data insights into commercial action•Agreeing and supporting price/mix/margin delivery of targets across all channels of trade•Working across multiple teams / stakeholders to drive pricing delivery influencing commercial teams to make better decisions to maximize NSV per 9L and GC.•Work with GTS, Global NRM and any external partners on developing the next generation pricing analytics, tools and data automation.•Creating insightful and actionable monthly analysis of pricing results which inform the business and improves our focus and delivery of Net Rev benefit	
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