



WILLIAM GRANT & SONS

ROLE PROFILE

Job Title	Commercial Finance Manager - Franchise & Independent
Business Unit / Group Function	ODC
BU Team / Sub-Function	USA Finance
Location	Home-Based / New York, NY Office
Team Leader	Vice President – Commercial Finance USA
Team Members	Yes
Job Level	4A
Role Purpose To direct and aid in financial analysis, evaluation and report generation activities of current and proposed financial plans. Support the VP of Commercial Finance to develop and implement the financial objectives for their respective division in the US business unit, including the execution of the route to market strategy.	
Accountabilities <ul style="list-style-type: none">• Supports Regional Commercial team in producing monthly financial results and analysis in support of financial performance objectives.• Partners with Supply Chain to validate demand planning outputs for the Region coordinating input for appropriate resources in the Region or Distributor to ensure shipment accuracy and adequate Distributor Days Of Inventory.• Conducts reviews of the performance of Key Markets and Distributor Networks within the Region 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 assists with regular business reviews with Distributor Partners.• Reviews regional forecasts and business plan results from Hyperion ensures all partner functions input accurate and timely information in order to produce full regional P&Ls.• Assists Commercial VP 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.• Continually looks to diagnose performance gaps at a Regional level and implements initiatives down to team for addressing performance gaps within regions.• Assists Commercial teams in evaluating Distributor performance against agreed contract goals and objectives.• Drives evolution of function by adapting to changing systems, ways of working, with customers and commercial teams and builds rationale arguments for necessary changes.• Establishes self as key finance contact for distributor and serves as first point of contact for all issues related to Financial Management including accounts payable and accounts receivable.• Identifies deviations from company plans and policies and escalates to compliance team and partners on appropriate action as necessary.• Monitors distributor payment behaviors and assists Shared Services team in resolving issues with AR and AP balances between customers.	