## ROLE PROFILE

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| **Job Title** | **Head of On Premise & Field** |
| **Business Unit / Group Function** | ODC |
| **BU Team / Sub-Function** | Australia/Commercial |
| **Location** | Sydney |
| **Team Leader** | Head of Commercial |
| **Team Members** | Yes |
| **Job Level** | 3B |
| **Role Purpose**  To lead a diverse agenda across National Accounts, Route to Market and Field Sales, providing leadership to an overall team of c.21 | |
| **Accountabilities**   * Development of strategy to fast track the WGS business in the On Trade to deliver sales, contribution and share growth in line with 5YP * Leadership of the On Trade National Account, On Trade RTM and Area Manager Field Sales teams (approx. 21 people in total) * Coaching Regional Sales Manager to deliver on the field targets in both via their field sales teams * To provide strategic leadership, delivering exceptional execution standards that enable us to build our brands in line with Global best practice across the On Trade * To build World Class customer relationships across all key On Trade customers underpinning our growth ambitions. * Develop best practice execution of our brand portfolio, working with the Global Commercial Excellence team * Management responsibilities of operational forecasts vs budget expectations. * Management of all key budgets vs agreed spends – Overheads / T&E, Customer Marketing, Customer Discounts | |
| **Created by:** | M Latkowski |
| **Creation Date:** | 29/09/2024 |
| **HRBP:** | K Coyle |
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