



WILLIAM GRANT & SONS

## ROLE PROFILE

<b>Role Title</b>	<b>Global NRM Analyst</b>
<b>Internal Reference</b>	BBUCOM-0036
<b>Business Unit / Group Function</b>	BBU
<b>BU Team / Sub-Function</b>	Commercial
<b>Location</b>	London
<b>Team Leader Role</b>	Global NRM Manager
<b>Role Level</b>	4B
<b>Team Members</b>	No
<b>Role Purpose</b>  Conduct global and local pricing analyses to generate insights for pricing optimisation. Provide consistent reporting on Net Revenue Management (NRM), including cross-border trade (TNT) and pricing per brand, market, and channel as input for planning processes and quarterly governance meetings.	
<b>Accountabilities</b>  <ul style="list-style-type: none"><li>• Conduct global and local pricing analysis based on demand insight to generate recommendations for pricing optimisation.</li><li>• Develop and manages standard reporting on pricing per brand, market and channel to inform the WG&amp;S Global Pricing Committee and support net revenue optimisation.</li><li>• Monitor the compliance with NRM / pricing standards and guidelines and monitor exceptions to global guidelines where relevant.</li><li>• Develop and embed analytic tools to support net revenue management. Work with Insights &amp; Analytics, the NRM Team and respective market leads to develop local pricing insights and objectives for NRM.</li><li>• Monitor cross-border trade (TNT) and counterfeit product with standardised reporting to support long term value creation and brand protection.</li><li>• Partner with the local market, Insights &amp; Analytics, and external agencies (where required) to ensure the provision of robust data that enable improved commercial pricing decisions.</li><li>• Support the Global NRM Manager with Analytical Expertise on Net Revenue Management (NRM) projects across the global business.</li><li>• Develop strong relationships with key partners to ensure alignment across the Group, working pro-actively and constructively with the relevant teams and supporting cross-functional collaboration.</li></ul>	
<b>Created by:</b>	Andrew Furley
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