



WILLIAM GRANT & SONS

## ROLE PROFILE

<b>Job Title</b>	Region Finance Manager
<b>Business Unit / Group Function</b>	ODC BU
<b>BU Team / Sub-Function</b>	US Finance
<b>Location</b>	Home-Based in CA
<b>Team Leader</b>	Region Finance Director
<b>Team Members</b>	No
<b>Job Level</b>	4B
<b>Role Purpose</b>	
<p>To be the key point of contact for the West Region Commercial team / National Accounts Off Premise / Military for expert financial support and providing the team with analysis and insight. This role will also work liaise with all Headquarter functional teams. To support the budget and LE process, the appraisal and review of ongoing KPI targets, maintain a strong understanding of operational and commercial issues, and to head up the Finance input to WGS Business Reviews. Represents Region Finance team in the management of local reporting and analytics. Appraises Finance and Region management on all financial results, including sales performance versus sales targets and spending budgets vs. fiscal year budget targets. Supports Region teams with appropriate analysis/insight regarding market analysis, channel performance, pricing analysis, post-program effectiveness.</p>	
<b>Accountabilities</b>	
<ul style="list-style-type: none"><li>• Collaborate with the Region team in the preparing and budgeting of all WGS activity in the markets, including volume planning, spending, and KPIs. Reviewing and reporting on execution throughout the Region in order to ensure achievement of WGS financial goals and initiatives</li><li>• Work with Commercial and Marketing teams to ensure delivery of WGS Profit and NSV per case in line with target</li><li>• Provide expert financial support to the market leads to review and evaluate new brand / variants / customer opportunities and to address key business challenges</li><li>• Work collaboratively with relevant commercial and marketing teams to ensure delivery of other key business measures - stock efficiency, credit control, overheads. Liaise with other finance and Supply Chain functions to provide accurate and insightful management information to support this</li><li>• Lead regular reviews with the Region team. Analyzes all market spending including customer discounts, and Promotion budgets, as well as distributor investment, so as to best position Region for achievement of budget as well as longer-term, profitable growth. Working with Region team as well as distributor/broker contacts in order to reconcile distributor AR balances. Providing reporting to Region team and Region Finance Director, as required</li><li>• Provides timely business analysis to Region team, including depletion analysis, channel trends (including Nielsen), competitive activity, and pricing analysis. Assisting Region Finance Director in the development and implementation of financial tools to facilitate better/timely business decisions throughout the Region.</li><li>• Supports financial skills training/education of Region team in order to build financial and analytical capabilities</li></ul>	



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- Managing and providing oversight/direction regarding all Region price structures, pricing management, distributor margin analysis, and competitive pricing analysis, pricing elasticity studies, etc. and ensuring brand pricing guidelines are executed
- Participates in Business Reviews in order to support achievement of WGS goals
- Managing the day to day workload and long term development of their team