



WILLIAM GRANT & SONS

ROLE PROFILE

Role Title	Portfolio Manager
Business Unit / Group Function	BBU
BU Team / Sub-Function	BBU - Commercial
Location	Jakarta
Team Leader Role	Country Manager
Role Level	4A
Team Members	Yes
Role Purpose Own & drive the WG&S core and luxury portfolio from planning to execution in market by managing execution, co-ordinating and evaluating Marketing activities (incl. innovation, portfolio, activation, promotion, in-store communication, budgeting). Leverage the WG&S portfolio to create and lead the implementation of Indonesia Marketing vision and strategy, maximising commercial potential whilst building long term brand equity and consumer commitment.	
Accountabilities • Apply local market, shopper, consumer, and customer insights to input into local activity planning and feed into regional teams as appropriate • Build brands across all channels in line with brand guidelines and activation campaigns and toolkits as developed with the Regional Marketing team • Develop local PR/communication plan (Events, PR) and work closely with Regional Marketing team to ensure global guidelines are adhered to • Work with Country Manager, Commercial teams and Regional Marketing to create the rolling execution activity plan in line with the approved local Brand plans • Partner with Regional Marketing to develop in-market brand and channel plans as part of the annual planning process that will help shape budget and customer plans • Deliver agreed Brand and RTC targets (distribution and activation) across the portfolio through sound financial planning, people resource management and alignment of systems and processes • Ensure negotiations of activations, promotions and displays with customers, where applicable, to increase sales-out and visibility of the WG&S brands, in line with brand guidelines • Deploy flexible and practical suite of tools (channel activation, customer engagement selling) adapted from global/regional that enable the local market(s) to plan resources and A&P to target key market opportunities within key channels aligned to local brand and commercial plans • Work closely with the Commercial teams on promotion management and promo evaluations (monitoring promo numbers, promo shares, promo prices, promo targets) in line with the Global NRM framework • Compile a monthly report detailing successes, learnings, challenges and next month's plan for the Country Manager and wider team and prepare a market monthly marketing activity for Regional Marketing • Monitor and report on competitor activity and market intelligence, including promotions, prices, deals and evaluate their impact on our brands and plans, making recommendations to respond appropriately • Ensure that successes, best practice, learnings from M&Es and other important regional messages are cascaded to the wider team by sharing and promoting ideas from the monthly report, as appropriate • Embed and being a main contributor to operating rhythm within the market with full accountability on cycle planning workstreams (Lockdown meetings and sales briefings) in alignment with Regional team for sign offs	



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- Maintain information flow to Regional Marketing team with regards to progress against plans, seeking consultation on significant issues, opportunities, and risks for allocated Brands in a timely way, taking a solution focused approach