



WILLIAM GRANT & SONS

ROLE PROFILE

Role Title	Commercial Finance Manager
Business Unit / Group Function	Central Services, BBU
BU Team / Sub-Function	Finance
Location	Kuala Lumpur
Team Leader Role	Head of Finance – SEA
Role Level	4A
Team Members	No
Role Purpose <ul style="list-style-type: none">• Partner closely with the business to drive and challenge decision makings to reach commercially sound consensus for maximising company profits and growth.• Embed a Business Performance Review culture and through processes that provide quality tracking on all aspects of business performance – including but not limited to financial performance & analysis, channel and trade performance and brand performance.• Provide direction and recommendations to drive business performance across the value chain.• Manage Customer Discount and A&P investment through solid processes in evaluation and review to ensure transparency and efficiency.• Work with the Country Manager to drive predictability in the business, ensuring high accuracy in the volume and overall FYE (Full Year Estimate)• Work with external partners to ensure statutory requirements are submitted accurately and in a timely manner• Embed and enforce business controls within the business, in line with both internal and external guidelines	
Accountabilities <ul style="list-style-type: none">• Coordinate total company budgeting process including submission to region/global.• Develop Business Performance Review agenda/process including monthly reports, depletion and trade stock analysis, LE's and Budget variance analysis to ensure timely and effective decisions.• Coordinate A&P and Customer Discount investment processes to ensure the goal delivery of budgets and commercial plans.• Implement and lead the M&E process to drive A&P effectiveness. Leverages learning to support Sales & Marketing functions develop robust Marketing and Commercial plans.• Develop processes to drive insightful performance analysis such as customer profitability, trade term and channel investment analysis.• Input and support to all pricing (value chain), customer trade terms, and trade promotion decisions.• Input and support to all A&P investment decisions.• Ensure proper controls and compliance across the business• Drive the Risk and Opportunity conversation within the market	