



WILLIAM GRANT & SONS

ROLE PROFILE

Job Title	Commercial Finance Manager, GTR (APME)
Business Unit / Group Function	BBU
BU Team / Sub-Function	Finance
Location	Singapore
Team Leader	Head of Commercial Finance, GTR
Team Members	Finance Analyst
Job Level	4A
Role Purpose To support the financial management, reporting, planning and analysis of commercial performance for a major global region with a wide range and diversity of markets. To Support the Head of Commercial Finance with interfacing both internally and externally for all financial management matters. To provide analysis and insight and make recommendations to support decision making and the roll-out of key strategic, marketing and commercial decisions in the Region To meet reporting and planning deadlines and manage processes as detailed within the Finance Calendar.	
Accountabilities <ul style="list-style-type: none">• Responsible for the monthly management accounting for the GTR business and providing support for the GTR wider business – A&P, Customer Discount, Overheads, depletions and others, accruals, provisions and releases as required. Liaise with markets, distributors, commercial owners and in-market accountants as required, to ensure accuracy and timeliness of information flows.• Support the Head of Commercial Finance GTR on the provision of aligned strategic plans ensuring all GTR customers follow a common strategy and approach.• Lead and support planning cycles in the region - Budget, LE1 and LE2. Ensure planning timetables are aligned and communicated to key stakeholders, and that key deadlines are met in completion of the detailed bottom up build.• Be a Commercial Business Partner to the GTR Commercial Regional team. Instigate and manage the monthly business area reviews with the teams in accordance with the Finance Calendar. Use functional expertise to challenge the numbers, generate insights, and consolidate Risks & Ops to Budget / LE.• Be a Commercial Business Partner to the GTR Marketing and Supply Chain Managers, supporting the team on analysing commercial data (market share data and internal financial data) to speed up the decision process and generate recommendations to the SLT.	



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- Provide finance support, ad hoc analysis and meet project requirements to the regional team as required, with a focus on supporting delivery of the Commercial Finance Team agenda.
- Review Regional finance and business processes on an ongoing basis. Identify opportunities for continuous improvement, and propose / implement these with input / authorisation from the Head of Commercial Finance GTR and Head of Finance GTR as appropriate.
- Support the Head of Commercial Finance GTR and deputise periodically as required.
- Provide finance support, ad hoc analysis and meet project requirements to the regional team as required.
- Support decision making through building a solid understanding of the range of systems, processes and capability across the region, with a view to optimising cross market initiatives.
- Assist with implementing and embedding the William Grants Way to help incorporate the new Regional structures and ensure that ODC reporting requirements are included in key BBU reporting.

Created by:	Richard Burns
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