**ROLE PROFILE**

|  |  |  |  |
| --- | --- | --- | --- |
| **Role Title** | **Commercial Finance Manager** | **Location** | Hybrid |
| **Business Unit** | Commercial Finance  | **Job Family** |  |
| **Reports to Role Title** | Head of Finance | **Sub Family** |  |
| **No.Direct Reports** |  | **Channel**  |  |
| **No.Locations** |  | **Financial** |  |
| **Business Unit Respons.** |  | **Other** |  |
| **PURPOSE** |
| We are looking for a Finance Manager to join C&C’s Off Trade Commercial Finance Team.This is a varied and exciting role, working with the Head of Finance in reviewing and analysing and performance versus internal Budgets and wider market performance. You will work closely with the Off Trade Sales team and other teams across the wider Group, providing insight and adding value to commercial decision-making. |
| **CORE ACCOUNTABILITIES** |
| * Ensure the integrity of the P&L for volume and all financial measures for your area of responsibility.
* Maintain appropriate controls to ensure completeness and accuracy of financial accruals.
* Assist in the delivery of the Off Trade strategy and budgeted profit.
* Lead the preparation and review of all relevant reports and submissions, including weekly reports, period reports, budgets and re-forecasts for your area of responsibility.
* Lead the preparation of monthly commercial reviews, clearly identifying variances to expectations, risks and opportunities.
* Prepare and present channel specific insight, KPIs and financial data to the wider Commercial Finance team and Senior Leadership.
* Provide business partnering with the Sales team, including assistance with customer negotiations, pricing and promotional mechanics and new product development.
* Maintain relationships with wider Group functions including (but not limited to) Category & Insight, Brand, Marketing and Demand Planning teams.
* Conduct analysis to ensure that strategic/ commercial/ financial/ operational decisions are being made that continuously add value.
* Participate in wider strategic Group projects – acting as a key contact for Commercial Finance.

Our Finance team follows a hybrid schedule working in-office two days a week and remotely for the rest. Our in-office time is used primarily for team meetings and formal and informal collaboration.  |
| **CONTACTS/ KEY RELATIONSHIPS & NATURE OF INFLUENCE** |
|  |
|  |
|  | **KNOWLEDGE/ EXPERIENCE/ SKILLS** |  |
| * CA / ACA / ACCA / CIMA etc qualified.
* Strong commercial awareness and business understanding. Drinks industry experience is desirable but not essential.
* Knowledge of JDE is beneficial but not essential.
* Able to simplify and present complex data / information in a clear and user-friendly manner, including to senior and non-financial colleagues.
* Able to work cross-functionally.
* Confident managing a wide range of internal stakeholders.
* Confident reviewing and challenging commercial projections and proposals.
* Intermediate to Advanced level proficiency in MS Excel.
 |
|  **PROFESSIONAL QUALIFICATIONS & EDUCATION** |
| * CA / ACA / ACCA / CIMA etc qualified.
 |
|  | **TECHNICAL/ BEHAVIOURAL/ PERSONAL COMPETENCIES** |  |
|  |

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Job Code** |  | **Reward Level** |  | **TW Grade** |  |
| **Salary** **Survey Ref** |  | **Career Level** |  | **Date Created** |  |
| **Salary Min** |  | **Salary Mid** |  | **Salary Max** |  |

Back Office Use only