

|  |
| --- |
|  ROLE PROFILE |
| Job title | Commercial Finance Manager | Date | 14/04/25 |
| Business | Meals |
| Department | Finance |
| Location | Kettleby Foods – Melton Mowbray |
| ROLE SUMMARY  |
| You’ll be joining a passionate and driven commercial team, focused on achieving success. In this key role, you'll play a central part in improving margins and customer engagement. Your responsibilities will range from scenario planning and cost modelling to analysing promotions and product mix -alongside supporting business-as-usual forecasting and costing processes.This opportunity is ideal for someone who is highly motivated and naturally curious, looking to grow their career and help drive category growth within a broader group structure.  |
| REPORTING STRUCTURE |
| Reports to | Head of Commercial Finance |
| Direct & indirect reports | 0 |
| Key internal stakeholders | Commercial, NPD and wider finance teams |
| Key external stakeholders | Retailers |
| KEY ACCOUNTABILITIES AND RESPONSIBILITIES  |
| As a **Commercial Finance Manager**, you’ll play a pivotal role in driving the financial strategy and commercial success of Samworth Brothers. Your role will include:* **Forecasting & Planning:** Lead the forecasting process and work closely with the commercial team to provide accurate projections for volume, sales and promotions.
* **Customer Profitability analysis:** Analyse individual customer profitability and work with the business to make recommendations for range changes, overrider and promotion proposals.
* **Customer Cost Models:** Develop and maintain customer cost models that forecast changes in commodity pricing, sales volume and mix.
* **Scenario Planning:** Lead scenario planning initiatives to assess financial impacts under various market conditions and business strategies.
* **Reporting & Insights:** Provide accurate and timely financial information and actionable insights to senior management on key financial metrics and business performance including post product launch reviews and post promo performance analysis.
* **Stakeholder Management:** Build strong relationships with the commercial team and wider product development teams, offering financial guidance and ensuring alignment with broader business goals.
 |
| QUALIFICATIONS, EXPERIENCE, TECHNICAL SKILLS / KNOWLEDGE |
| * **Qualifications:** CIMA/ACCA qualified or qualified by experience
* **Experience:** Proven experience in commercial finance OR a FMCG manufacturing business
* **Technical Skills:** Excellent Excel skills and experience with financial modelling is essential. Experience with Power BI is desirable.
* **Communication:** Excellent written and verbal communication skills with the ability to present complex financial data in a clear and concise manner to non-financial stakeholders.
* **Business Acumen:** Strong understanding of the commercial side of the business, with the ability to link financial decisions to broader business objectives.
 |
| CORE COMPETENCIES, ATTRIBUTES & BEHAVIOURS FOR SUCCESS |
| **Competency** | **Descriptors** |
| Values People | *Demonstrates the belief that people are our most important asset and central to the success of the organisation. Everybody should be treated with dignity and respect at all times.* |
| Customer Focus | *Demonstrates the understanding that the satisfaction of our internal and external customers is the foundation of our success* |
| Collaborative Team Working | *The willingness to act as part of a team and work towards achieving shared objectives through adopting best practice in line with PQP and Federalism.* |
| Flexibility & Adaptability | *The ability to change and adapt own behaviour or work procedures when there is a change in the work environment, for example as a result of changing customer needs.* |
| Initiative & taking ownership | *Steps up to take on personal responsibility and accountability for tasks and actions in line with PQP and Federalism.* |
| Drive for Excellence | *Knows the most effective and efficient processes for getting things done, with a focus on continuous improvement.* |
| Resource Management | *Effectively manages resources and cost drivers to achieve sustainable productivity and profitability.* |
| Technical Expertise | *Has the skills, knowledge and experience required to excel in own area of specialism and the willingness to further grow and develop.* |
| Self-Management | *Uses a combination of feedback and reflection to gain insight into personal strengths and weaknesses, so that own time, priorities and resources can be managed to achieve goals.* |