



## **Brand Finance Manager Job Description**

**Who we are:** Established in Raleigh, NC in 2018, Next Century Spirits (NCS) blends together traditional techniques and unique finishing technologies to create enhanced distilled spirits. Our patented post distillation filtering and finishing technology creates a tool for the traditional distiller to expand their repertoire of achievable flavors and aromas while improving quality, maintaining consistency, and reducing supply chain issues. Our technology is used across our B2B business units as well as our own brands in the Next Century Brand Group, which includes Caddy Cocktails RTD (with famed golfer Greg Norman), Creek Water Whiskey (with Tennessee rapper Yelawolf), and Bear Fight American Single Malt (with actor/ producer Seth MacFarlane) to name a few.

**Primary Duty:** Provides a clear understanding of the current performance, helps identify growth opportunities and provides thought partnership through a combination of routine deliverables and ad-hoc analysis.

**Location and Reporting:** This location will be ideally based out of our Fairfield, CT office and will report to the Director of Financial Planning & Analysis

### **Responsibilities:**

#### ***Finance:***

- P&L management for each brand
- Finding and executing cost savings opportunities
- Developing and implementing change processes to increase efficiency
- Maintain accountability for market-level spend accuracy within budget
- Prepare annual budgets and latest financial estimates
- Provide business performance tracking and insights to key stakeholders
- Build ad-hoc what-if type analysis to support leadership decision making and conduct program post-analysis to evaluate ROI
- Present financial business reviews to leadership and distributor partners
- Period end close responsibilities including preparation of accruals and analysis of actual results versus budget/forecast
- Help assist with preparation and posting of journal entries
- Help providing weekly and monthly reporting to assist with accounts payable and accounts receivable as necessary

#### ***Pricing:***

- Improve net sales performance by actively identifying strategic and tactical pricing optimization opportunities
- Plan and execute annual pricing plan including price increases and changes to pricing strategy in conjunction with distributor partners and brand team
- Conduct analysis of competitive activity in the market and recommend pricing counter tactics to commercial teams
- Ensure market compliance with brand pricing strategy
- Conduct price elasticity studies to determine volume and revenue implications of price changes within different channels and customers



### **This Job Might Be for You If:**

- You enjoy solving problems. You love taking on difficult challenges and finding creative solutions. You don't get flustered easily. If you don't know the answer, you will dig to find it.
- You pay attention to the details. As far as you're concerned, anything worth doing is worth doing right, every single time. You stay focused, and nothing falls through the cracks on your watch.
- You think on your feet. You like learning new things, and you can learn quickly. When things change, you know how to roll with the punches.
- You are motivated and driven. You volunteer for new challenges without waiting to be asked. You're going to take ownership of the time you spend with us and truly make a difference.
- You want to work in a fast paced, entrepreneurial environment where you can make an impact immediately.
- You want to work in an industry that is a ton of fun . . .

### **Qualifications:**

- Five years of experience in a finance, pricing, or commercial analytics role; multi-functional and/or Spirits industry or CPG experience a plus
- BS/BA in Accounting, Finance, or related field
- Excellent organization skills and attention to detail
- Strong interpersonal skills and ability to work collaboratively
- Solid understanding of accounting principles and financial reporting best practices
- Professional experience using MS Office applications: Excel, Word, PowerPoint.
- Ability to motivate and inspire colleagues, and work in partnership with others to drive, implement and support change.
- Ability to work in high pressure environment, often under tight deadlines.
- Ability to keep strict confidentiality

### **Preferred Experience:**

- QuickBooks Desktop
- SAP Business One
- Bill.com
- Expensify
- Trip Actions

All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, protected veteran status, disability status, age, sexual orientation, gender identity and expression, marital status, citizenship, HIV/AIDS status or any other legally protected factor.

Immigration sponsorship is not available for this position. Applicants for U.S. based positions are generally required to be eligible to work in the U.S. without the need for current or future sponsorship. Candidates must pass a background check and drug screening prior to employment.



**Job Type: Full-time**

**Benefits:**

- Health insurance
- Dental insurance
- Vision insurance
- Flexible schedule
- Paid time off
- 401K

Please send your resume and cover letter to Suzanne Brown, HR Manager, at [sbrown@nextcenturyspirits.com](mailto:sbrown@nextcenturyspirits.com).