

Position	Finance Business Partner – Sales and Grower Pools	Division	Rockit Trading Company
Reporting to	Commercial Manager / Treasurer	Date	July 2024
Purpose			
<p>The purpose of the role is to lead Finance activity around Rockit Apple Growers Trust (RAGT), most notably by ensuring sales proceeds and costs are correctly distributed across the grower pools, so that growers are paid correctly.</p> <p>As the business grows, it is expected that processes and systems around grower pools and RAGT reporting will continue to evolve. This role will play a key part in designing and driving the continuous improvement.</p> <p>In addition, support Sales and marketing teams by providing commercial guidance around implications of pricing and sales mix decisions to both Growers and to Rockit.</p>			
KEY TASKS			
RAGT Accounting, Reporting and Insights			
<ul style="list-style-type: none"> • Ownership of the grower pool process to ensure terms of the Grower Supply Agreement are reflected accurately in grower payment calculations. • Calculation and communication of monthly grower distributions and year-end wash ups • Change management with regards to new product or business change impacts on ABC and grower payment calculations. • Ensure accurate and timely monthly financial reporting vs budget to the RAGT • Analyse variances to budget and report major variances to the RAGT in a monthly management report • Preparation of the RAGT annual financial statements and audit process • Regularly update OGR forecasts. • Provide budgeting and forecasting services to the RAGT and update regularly for significant movements in key operational metrics or sales metrics • Provide updated cashflow information to the RAGT • Ensure annual bank funding is in place for the RAGT before the start of each packing season • Drive process and system improvement across grower pools, RAGT accounting and OGR forecasts to ensure timely and accurate information is available to growers and Rockit management. • Ensure a strong financial control environment and full reconciliation of grower pools with underlying accounting and reporting systems 			

- Assist Financial Control team and/or external tax advisors to complete annual tax return.

Sales and Marketing Reporting & Insights

- Provide meaningful insights to the sales team to help analyse and support sales and marketing initiatives
- Regularly report and discuss sales data with the GM Global Sales and Sales & Operations Planning team
- Produce analysis of sales by market, customer, sales channel, tube size and other data to assist sales planning and forecasting
- Northern Hemisphere Growers: Maintain relationship with respect to receivables and payables. Regularly update commission forecasts from these growers and ensure proceeds are received.

Organisational Obligations

- Undertake other duties appropriate to the position as required
- Ensure total confidentiality of employee and company information
- Maintain a high standard of performance and commitment to internal and external customer service
- Demonstrate a positive can-do attitude
- Demonstrate a proactive commitment to health and safety and role model good practice.

Relationships

Key Functional Relationships:

- Finance team
- GM Global Sales
- GM Global Marketing
- Other Rockit Managers and administrators

Other Functional Relationships:

- RAGT Board
- Rockit™ Growers

Team Values

Proactively demonstrate RGL's values in all work and internal and external interactions.

Action Over Words

At Rockit we've never been about the talk; it's always been about the doing. Doing things that nobody thought was possible.

Unstoppable Passion

We use a simple formula; passion in the work, unbridled ingenuity and backing ourselves. We believe the world would be a better place if everyone rocked it with us.

Doing Things Differently

Doing things differently has always been part of our DNA, and it's what saw us take a punt on the world's smallest apple and turn it into a big New Zealand success story.

He Toa Takitini

Ehara taka toa, te toa takitahi, he toa takatini kē

Uniting all cultures, as we strive to make a difference within our communities and in all aspects of our environment, while being true to ourselves.

Person Specification

- Tertiary qualification and preferably hold an AT or a CA qualification (or be working towards a postgraduate accounting qualification)
- Sound financial and/or commercial accounting experience
- Strengths in analysis, accuracy, and attention to detail
- Adaptable and comfortable in a fast paced and changeable environment
- Confidentiality and integrity
- High level of IT capability, with Excel in particular
- Exposure to Adaptive Insights a bonus
- Effective time management and the ability to meet deadlines
- The willingness and ability to work as part of a close team
- Ability to build relationships with the Rockit management teams and be a trusted advisor
- Ability to communicate with the wider management team enabling improved business performance.