

Position Description

Position:	Commercial Finance Manager
Department:	Finance
Reporting to:	General Manager – Yealands Estate Wines
Location:	Auckland with occasional travel to Marlborough
Date:	May 2026

Position Purpose:

Provide commercial leadership and financial insight to Sales, Marketing and Supply Chain, enabling profitable growth and high-quality decision-making.

The role leads all core commercial finance processes, including planning, forecasting, reporting and performance analysis, ensuring the business has clear visibility on performance and drivers of value.

Key Relationships:

External	Internal
<ul style="list-style-type: none">• Auditors• Customers• Suppliers	<ul style="list-style-type: none">• GM's• Finance Team• Sales and Marketing• Supply Chain

Key Accountabilities:

1. Commercial Business Partnering

- Partner with key stakeholders to drive customer and brand profitability
- Lead product costing and inventory reporting
- Provide insight into pricing, mix, and product performance
- Support business development opportunities with financial analysis
- Translate financial data into clear commercial recommendations

2. Performance Management & Reporting

- Own month-end reporting for Sales, Marketing & Supply Chain
- Analyse volume, pricing, margin and mix variances vs forecast
- Deliver clear insights to maximise EBITDA and brand equity
- Ensure accurate, timely and decision-useful reporting
- Own EBITDA bridge (price / volume / mix / cost) and risk & opportunity tracking
- Own Sales, Marketing & Supply Chain board pack reporting
- Link performance to cash (inventory, working capital, margin quality)

3. Planning, Budgeting & Forecasting

- Lead annual planning, budgets and quarterly forecasts across Sales, Marketing and Supply chain
- Support 3 to 5-year strategic planning
- Ensure alignment between commercial plans and financial targets

- Challenge assumptions and ensure robust, realistic forecasts

4. Financial Modelling & Decision Support

- Develop financial models and scenario analysis
- Support strategic and tactical decision-making
- Evaluate risks, opportunities and investment returns
- Drive data-led decision frameworks across the business

5. Continuous Improvement

- Drive improvements in planning, reporting and forecasting processes
- Streamline and automate workflows to reduce manual effort
- Improve data quality, visibility and speed of insights deliver
- Ownership of FP&A reporting tools and improvements thereof

6. Leadership & Business Contribution

- Act as a senior business leader beyond finance
- Manage, coach and develop direct reports
- Build strong cross-functional relationships
- Contribute to company-wide initiatives and strategic projects
- Promote engagement and a high-performance culture

Person Specifications:

Experience & Capability:

- Degree in Finance/Accounting; CA preferred
- Strong experience in commercial finance / business partnering
- Experience leading FP&A processes
- Experience in an export-driven manufacturing business
- Proven ability to operate cross-functionally at a senior level

Key Skills:

- Strong commercial and analytical capability
- Advanced financial modelling and data interpretation
- Ability to influence and build relationships across the business
- High attention to detail with a questioning mindset
- Ability to manage multiple priorities and deadlines
- Expertise in working with ERP systems

Core Expectations:

- Deliver clear, actionable financial insights
- Improve profitability, forecasting accuracy and decision quality
- Maintain strong governance and process discipline
- Contribute to a high-performing team

This position description is intended to describe the general nature and level of work being performed. It is not an exhaustive list of all responsibilities, duties, or skills required, and the employee may be required to perform other duties (that they are skilled to perform) as needed.

Employee and Manager Acknowledgement:

Employee Signature Date:

Manager Signature Date: