



## **Manager – Finance & Revenue Growth Management**

### **About ROAR®:**

Developed as a lifestyle beverage, ROAR® Organic is the next generation of premium hydration beverages. With three primary benefits: vitamins, antioxidants and electrolytes, ROAR® offers consumers a complete hydration experience with only 20 calories per bottle and 3g of sugar or less. ROAR® is firmly established as a top brand in the Natural Grocery channel, and is rapidly expanding in Conventional Grocery, including full distribution in Alberstson's Co, Kroger, and Publix.

### **Who are we looking for?**

The **Manager of Finance & RGM** will report to the Director of Finance & RGM, and will help manage the full commercial P&L from revenue to EBITDA. This will require someone who is comfortable digesting large amounts of data and can use both art and science to convert it into actionable insights for the organization. The ideal candidate will be a self-starter with at least 3-5 years of experience in CPG. This is a 100% remote position, with limited travel required.

### **Job Responsibilities Include (but not limited to):**

- Work across the entire ROAR organization, with a particularly close link to sales, to help ensure achievement of annual targets
- Manage ROAR's trade spend budget by maintaining tracking tools and working with the accounting team to ensure deductions are valid
- Analyze promotional performance and competitive pricing to help optimize trade spend
- Update revenue forecast, in close collaboration with the sales team, through the monitoring of performance trends and promotional calendars
- Build annual bottom-up net revenue plan with sales
- Own weekly & monthly performance updates from a variety of data sources, including both external (SPINS / IRI / Customer portals) and internal (shipments)
- Identify opportunities to close gaps and work with the sales team to project the impact
- Reconcile and forecast selling expense budgets in conjunction with sales
- Identify actionable insights by mining data from sales execution tracking tool (Repsly)
- Ad hoc analyses as needed
- Improve upon current tools, or build new tools, to facilitate greater understanding of business performance

### **Qualifications:**

- Bachelor's degree
- 3 -5 years of experience in CPG finance, RGM, or category management

- Experience working at both a large corporation and an early-stage, high-growth company a plus
- Strong analytical, quantitative, problem solving and organizational skills with excellent attention to detail
- Rockstar in Microsoft Excel, and comfortable in web-based data portals, PowerPoint and Word
- Experience with syndicated data (SPINS / IRI / Nielsen)
- Ability to remain flexible and manage through imperfect information
- Excellent verbal and written communication skills