



Deutch Family Wine & Spirits currently seeks a Field Finance Manager who possesses the below:

The primary responsibilities of this position are to be the financial chief of staff for the Zone SVP and in supporting the sales organization in the management of profitability and financial analytics. The position will lead all financial planning activities of Zone as well as all financial measurement and tracking of profitability and spending to include LBS, TMM funds, SPF and T&E.

Responsibilities:

- Serving as first point of contact for all questions related to Division financial performance – requires regular communication and collaboration with DVPs, RMs, RCMs and TMMs. Serve as financial liaison to Corporate Finance and Marketing.
- Take the lead in coordinating all budgeting and planning activities within the Zone, including distributor financial commitment to DFWS brands.
- P&L Management – conduct regular P&L reviews with SVP & DVPs, updating the team on YTD results including risk & opportunities identification.
- Assist in the management/tracking of LBS and SPF spends, ensuring accurate and timely processing, tracking and reporting.
- Assist the TMMs & RMs in conducting program forecasting/tracking and analysis/spending effectiveness.
- Work with the Director of Pricing and the RMs on price optimization initiatives.
- Deliver Zone/Division level ad hoc financial needs.
- Work with the Zone SVP and DVPs in financial resource investment optimization across markets.
- Ensure consistency and simplicity of all financial tools to include budgeting, planning and reporting.

Qualifications:

- Education: BS/BA degree in Finance/Accounting required, MBA Preferred
- Minimum five-seven years of experience in financial analysis/planning with heavy experience in brand planning /profitability within a consumer products organization with a slant on commercial finance.
- Spirits Industry experience preferred.
- Outstanding leadership skills; ability to use influence to build consensus.
- Must be adept at managing multiple priorities in a dynamic environment.
- Must be a self-motivated individual who has the ability to identify issues/opportunities for improvement and be proactive in addressing them.
- Excellent management and employee training skills. Writing and verbal communication skills are critical.
- Requires innovation to provide management with alternative solutions and recommendations.
- Strong interpersonal skills to interface with senior managers and discuss issues and plans.
- Advanced proficiency in Excel.



If your background and experience meet these qualifications and you want to join a dynamic industry, please [click here to apply](#).

Deutsch Family Wine & Spirits is a family owned business committed to cultivating an environment in alignment with the company's values, mission, and vision. Our professional staff plays an important role in the company's continued growth and success. We offer competitive compensation, excellent benefits, and opportunities for advancement in a collaborative environment.

Deutsch's wine and spirits are sold to the trade with well-planned marketing support and offered to U.S. consumers at fair market prices. Today the company is renowned for its brand building prowess and ability to identify and fill consumer niches within the wine and spirits category. They have built numerous category leaders including: the #1 selling brand in the US, the #1 imported brand in the US, the #1 Australian brand in the US, and the #1 French brand in the US. Chairman Bill Deutsch's son Peter Deutsch is CEO; thus two generations of the Deutsch family work side by side in their continuous quest to build strong brands and relationships throughout the wine and spirits industry.

Deutsch Family Wine & Spirits is an Equal Opportunity Employer.

Learn more about Deutsch Family Wine & Spirits at www.deutschfamily.com