



External Job Advert

Commercial Finance Manager

Location: Knowle Spring Brewery, Head Office, Keighley, BD21 1AW

An exciting opportunity to join one of Britain's most respected and award-winning, independent breweries, where tradition, integrity and quality still take centre stage.

Why Join Timothy Taylor's?

At Timothy Taylor's, we don't just brew beer - we brew legacy. Family-owned and proudly independent since 1858, we've built a reputation for doing things the right way, not the easy way. That commitment extends to our people too.

We're now looking for a **Commercial Finance Manager**, to join our team. As a commercially focused finance leader, you will play a pivotal role in helping the business achieve its growth ambitions and maximise profitability. Partnering with colleagues across the business, you will be turning financial data into meaningful insight, influencing strategic decisions, challenge assumptions, evaluate opportunities, and help shape the future direction of the business.

This is a highly visible role that offers the opportunity to influence decision-making at all levels, ensuring financial performance, risks and opportunities are clearly understood and effectively managed while helping to drive long-term value for the business.

Key Responsibilities:

- Engage closely with commercial, sales and account management teams (including on and off trade, export, managed pubs and tenanted estate) to support bids, tenders, pricing decisions, contract negotiations and promotional activity.
- Challenge commercial assumptions and structures to ensure alignment with required financial returns, margin targets and the strategic ambition of maintaining quality and independence.
- Lead the commercial elements of the annual budget and regular forecasting cycles, covering revenue by channel (cask, keg, bottled, webshop), margin, cost to serve and key trading KPIs.
- Build and maintain robust financial models and scenario analyses to support strategic decision making (new product/brand launches, export growth, capital investment, capacity).
- Development and ownership of medium-term strategic model.
- Analyse revenue, gross margin and profitability by customer, product line (cask, keg, packaged, seasonal), channel (on trade, off trade, online) and geography; identify performance drivers and recommend corrective or growth actions.
- Oversee the production and development of commercial dashboards and management information for senior leadership, translating complex data into clear, actionable insight.

- Present monthly commercial performance reports to senior leadership, highlighting trends, risks, opportunities and proposed next steps.
- Ensure strong financial controls surrounding commercial processes (pricing approvals, rebates/discounts, contract terms, commission/fee structure, cost to serve modelling) while supporting the independent culture of the business.
- Finance lead on commercial projects including major contract negotiations, new business proposals, organic, and inorganic growth.
- Evaluation of marketing campaign effectiveness to ensure effective deployment of funds.
- Appraisal of pub estate commercial performance to maximise return from capital invested in estate.

What Makes This Role Rewarding:

This is a high-impact role where you will shape key financial decisions, provide commercial insight, and help drive the company's profitable growth.

Who We Are Looking For:

We would like someone who:

Essential:

- Fully qualified accountant (e.g. ACA, ACCA, CIMA, or equivalent).
- Extensive experience in commercial finance, with a focus on decision support, pricing and profitability analysis.
- Strong experience in budgeting, forecasting, financial modelling and performance reporting.
- Advanced skills in Excel and financial/BI systems (e.g. ERP and reporting tools).
- Exceptional analytical skills, with the ability to translate complex financial data into actionable insights.

Desirable:

- Experience in a FMCG or hospitality (not necessarily drinks industry experience).
- Familiarity with contract-based or recurring revenue models.
- Exposure to acquisitions, integrations or transformation projects.
- Experience with ERP implementations.

Our Culture

At Timothy Taylor's, quality is everything - in our beers, our people and the way we work. We are professional but down-to-earth, structured but friendly. We avoid unnecessary bureaucracy and focus on doing things properly - with integrity, precision and pride.

What We Offer

We believe great work deserves great rewards. As part of the Timothy Taylor's team, you'll enjoy a comprehensive benefits package designed to support your wellbeing, work-life balance and long-term development, including:

- Competitive package based on experience
- 25 days' holiday, plus bank holidays
- Workplace pension
- Profit share bonus scheme
- Private healthcare (family option) and life cover
- Annual Occupational Health assessments
- Life insurance
- Company sick pay
- Family-friendly pay policies
- WeCare: 24/7 GP, mental health support, fitness programmes and nutrition guidance
- ToothFairy: dental app, offering instant access to real UK dentists
- Staff discount in our managed pubs

- Cycle to Work scheme
- Professional development support
- Branded clothing

Interested?

If you're passionate about great beer and building strong relationships, we'd love to hear from you. For further details and to apply, please email the hiring manager, Paul Tiffany at paul.tiffany@timtaylor.co.uk.