



Livingston James



**united**  
wholesale (Scotland)

POSITION PROFILE

**Financial Director**



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# The Organisation



United Wholesale (Scotland) Ltd is the largest independent wholesaler in Scotland. In 2022, the company recorded sales of £265m and profits of £5.6m, and is on course to exceed both of these figures significantly in 2023. United Wholesale operates three cash & carry sites (two in Glasgow and the other in Falkirk), along with a large distribution operation. The ambition of the business is to exceed £300m of revenue by 2025, while increasing its use of technology, implementing better health and wellbeing initiatives, and reducing its carbon footprint.

United Wholesale supply independent retailers with world-renowned brands in supplying a wide range of businesses including hotels, shops, restaurants, clubs, pubs and BB's with a large range of different food and catering products. The business covers almost any of their customers' requirements with grocery and dry goods, wines and spirits, beers, soft drinks, tobacco, cleaning products and toiletries. A significant percentage of the sales are delivered which involves orders, picking, packing and delivery.

United Wholesale also supplies over 550 Day-Today Elite, Day-Today, Day-Today Express and USave convenience stores in Scotland, supplying a fantastic range of products. These stores take great pride in servicing their local communities, providing a 'one-stop-shop' for customer essentials.

To learn more about United Wholesale, please visit them online at the following address: [www.uniteduk.co.uk](http://www.uniteduk.co.uk).



# The Opportunity



**Responsible to:** Chris Gallacher, Managing Director

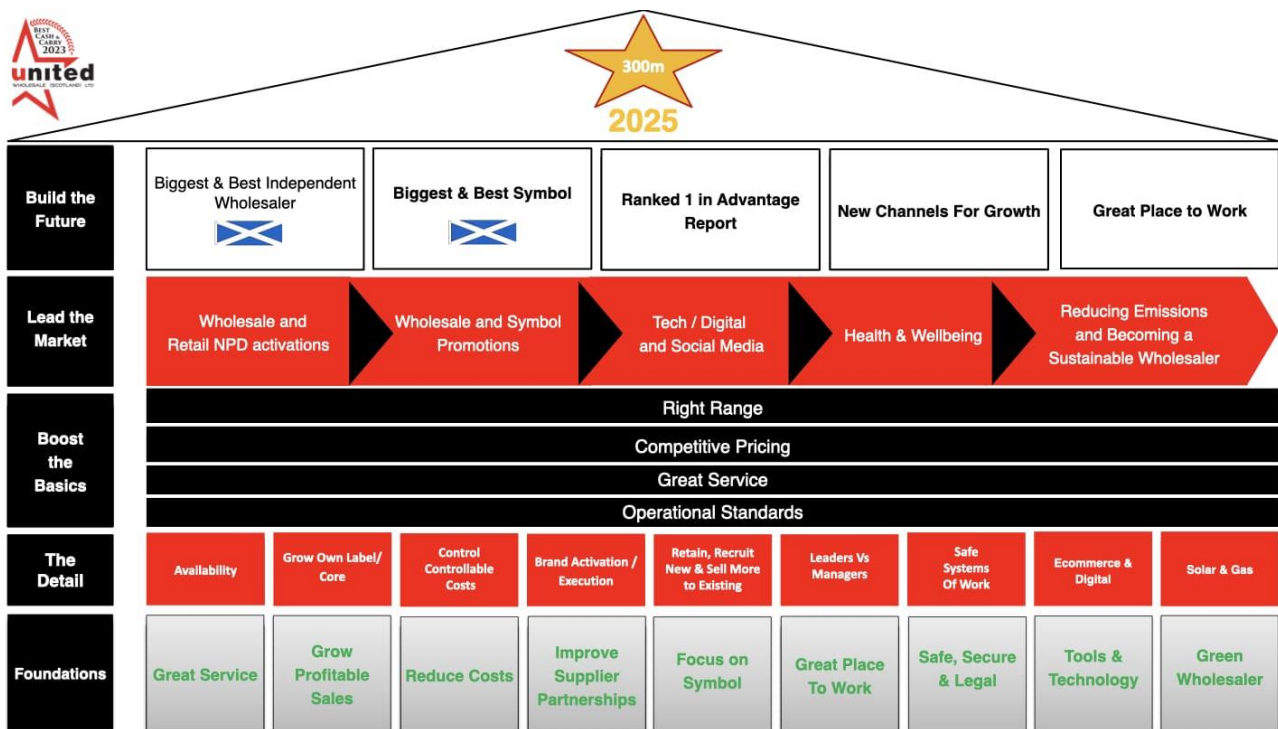
**Key Relationships:** United Wholesale (Scotland) Senior Management Team

**Location:** Head Office at Easter Queenslie Road, Glasgow

United Wholesale is seeking an experienced and commercial Financial Director to help drive the company forward in an efficient and well controlled manner, together with other key managers and directors. This role will suit a highly motivated senior finance professional driven by the growth and the challenge this role presents. Someone who is a self- starter, commands respect and has the presence to operate effectively across the business. Applicants will have the key attributes to be able to influence at all levels both internally and externally, as the key contact for the banks, auditors, HMRC and other advisors.

Financial Director will have overall responsibility for the finance department and be a key member of the senior management team. This is an exceptional opportunity to join a growing business which is leading the way in its field and contribute to its future success by playing a key role in its journey.

The visual below details the key pillars of the United Wholesale strategy to build to a £300m revenue in 2025, in the most sustainable and socially minded way possible.





## Key Responsibilities

The Financial Director will be responsible for the following key deliverables:

### Accounting, Reporting & Commercial

- Taking ownership for monthly and annual reporting and audit in a timely manner, and ensure the Balance sheet is accurately managed
- Prepare financial reports for the Board and senior management team
- Producing timely management information including sales reporting, profitability analysis, KPI & competitor benchmarking analysis, and cost and people management
- Provide guidance and challenge to the Commercial senior management team
- Cash-flow management with clear forecasting for senior management
- Carry out analysis for all new investment opportunities
- Improving business efficiency, profitability and bottom-line performance through active participation in commercial and strategic decision making
- Building budgets and financial forecasts with key stakeholders
- Improving systems, controls and processes across the business
- Corporate tax, Duty, VAT and Payroll, in compliance with all HMRC rules
- Meeting all statutory and legal requirements for the business in its industry
- Managing and delivery with a team of up to 10 staff

### Governance & Legal

- Awareness of company secretarial responsibilities
- Ensure that all relevant regulatory and statutory requirements are fulfilled
- Performing the role as the company's Senior Accounting Officer

### External & Internal Relations

- Represent United Wholesale (Scotland) externally with bankers, auditors, HMRC, other professionals, customers and key suppliers
- Partner with the United Wholesale (Scotland) buyers, operations teams and depot managers to drive best practice and strong leadership that will ensure the business maintains its market leading position

### People Management

- Lead, develop and evaluate the finance team at United Wholesale (Scotland)
- Provide overall leadership and influence teams across the business, from shop floor to board room
- Provide a flexible attitude to all tasks on a day-to-day basis. Firm and persistent when expressing views, but a good listener comfortable changing course if given compelling reasons



The Financial Director position requires a professionally qualified accountant who possesses excellent track record of success within similar senior finance roles. Typically, candidates will already be operating at Financial Director level, but applications are also welcomed from individuals seeking their first step into a number one finance role.

Candidates will be comfortable working in a demanding environment and can develop, implement and manage effective changes at pace. It is likely that the individual has trained in a professional services firm, but has also operated within commercial environments, ideally in entrepreneur led owned managed businesses. Experience within a similar sector is advantageous, with particular interest in those coming from retail, distribution or consumer goods backgrounds.

You will be an experienced manager and will have strong leadership skills and track record in developing teams. The successful candidate will have a "can-do" approach and be able to develop managed solutions to the expectations of the business. It is essential this person is commercially orientated and is driven to deliver successful, pragmatic solutions for the company.

Finally, it is critical that the Financial Director can effectively support the Board, while consistently meeting the needs of key stakeholders both within and external to the business. Undoubtedly, this is a key appointment for United Wholesale and the successful individual will play a key role in shaping the organisation over time.





# Preferred Candidate Background



A summary of the key candidate requirements are as follows:

<b>Experience</b>	<ul style="list-style-type: none"> <li>• Experience of managing, developing and motivating teams of all levels</li> <li>• Experience of developing outstanding relationships across the businesses and Executive Team</li> <li>• A background in organisations or environments with a high degree of complexity and pace</li> <li>• Previous responsibilities at director level or senior financial controller</li> <li>• A proven relationship builder with the ability to increase co-operation across departments and sites</li> <li>• Strong commercial acumen with proven experience of adding value to the bottom line</li> <li>• Ideally, experience within retail, distribution or consumer goods environments</li> </ul>
<b>Qualifications</b>	<ul style="list-style-type: none"> <li>• Degree qualified with a strong academic track record</li> <li>• Professionally qualified accountant (CA, ACCA, ACMA).</li> <li>• Knowledgeable on current accounting standards and any proposed changes that are applicable to the business</li> <li>• Able to demonstrate a proactive approach to CPD</li> <li>• Other qualifications (e.g., MBA) are advantageous</li> </ul>
<b>Skills, Knowledge and Abilities</b>	<ul style="list-style-type: none"> <li>• Knowledge of current finance best practice and ability to keep abreast of external developments</li> <li>• Ability to prioritise and adapt to workload</li> <li>• Strong analytical, organisational and decision-making skills</li> <li>• Excellent communication and problem-solving skills with an ability to influence key members of senior management, particularly to increase business efficiency and profitability</li> <li>• Ability to assess and drive business improvement projects</li> <li>• Well-developed problem-solving skills combined with business acumen, pragmatism and commercial awareness</li> <li>• Excellent IT skills in Microsoft and ERP systems</li> </ul>
<b>Other Key Characteristics and Behaviours</b>	<ul style="list-style-type: none"> <li>• Excellent English language skills, both written and verbal</li> <li>• Passionate about quality</li> <li>• Brings energy and motivates teams - someone who gets things done</li> <li>• Strategic thinker, adaptable, tenacious and resilient</li> <li>• High levels of drive and personal commitment to achieve success</li> <li>• Remains calm when under pressure</li> <li>• Adopts a solution driven focus to problems</li> <li>• Positive results driven, no nonsense individual</li> <li>• Strong team player</li> </ul>



The role attracts a highly competitive basic salary, depending on background and experience.

In addition, there is a car allowance, pension scheme and discretionary management team bonus.

Full details of remuneration are available upon application.

## The Recruitment Process

First round interviews are with our retained advisors at Livingston James.

Second round interviews are with the Managing Director.

Final stage interviews are with the Managing Director and UWS Executive Chairman.

Applications should be sent to [marklewis@livingstonjames.com](mailto:marklewis@livingstonjames.com)

