



## **CHURCH & DWIGHT CANADA**

### **The Company:**

Church & Dwight Canada is a CPG company with over 30 leading brands in the Household, OTC, and Personal Care and Sexual Health categories. Most of its brands occupy a #1 or #2 share position. Its signature brand is the Arm & Hammer family of products that includes baking soda, laundry, dental care, cat litter, carpet deodorizers and deodorants.

Other well established, high performing Church & Dwight brands include OxiClean, First Response, Trojan, Batiste, Nair, Graval, Rub A535 and L'il Critters & Vitafusion VMS. The company most recently bolstered its brand roster with the acquisition of brands such as Viviscal, Anusol and Waterpik augmenting portfolios within Personal Care and Health & Well-Being segments respectively.

**Position:** Associate National Business Manager, Loblaw/SDM

**Position Summary:** The Associate National Business Manager is a Field Sales role responsible for the support and execution of business strategies at the Customer to deliver Church & Dwight Canada's category and brand objectives while achieving customer revenue & profit targets as assigned by the National Team Leader.

### **This role will be responsible for:**

- Attainment of annual sales, trade-spending, and profit goals.
- Analyzing Syndicated and consumption data to help deliver overall goals.
- Monitors the business trends and adjusts sales forecasts, as needed, to ensure sales and operating plans reflect accurate and timely information from customer
- Responsible for overall financial management (Trade Spend, Deductions, Slotting)
- Build relationships with key customer contacts cross functionally to maximize CHD results
- Conducts regularly scheduled category business reviews with customers to ensure alignment and support for the implementation of CDC initiatives, which includes new item placement, assortment, shelf merchandising, promotion planning, retail pricing, and supply chain process improvements
- Collaborate with internal cross functional teams including Trade Marketing, Category, Revenue Management, Marketing, Supply Chain etc. to deliver CHD brand strategies and objectives

- Provide leadership, direction and support to broker support teams regarding execution of customer plans and financial obligations (i.e. Forecast maintenance and deduction management etc.)

**The Ideal Candidate Possesses:**

- Bachelor's Degree Required
- Must have a minimum 2-4 years of CPG industry experience in a Sales or Sales support function
- Proficient in Excel, PowerPoint, Syndicated Data, Trade Promotion Management and AC Nielsen data
- Prior experience utilizing Account Management planning software would be beneficial for the role
- Position requires individual to have a thorough understanding of business financials and solid presentation experience to executive level personnel within their own company and within the Retailer environment

**Key Competencies:**

- Solid analytical skills
- Effective communication and presentation skills
- Experienced negotiator and strategic thinker
- Strong collaborator and team player
- Passionate about driving change within the organization