



CHURCH & DWIGHT CANADA

THE COMPANY:

Church & Dwight Canada is a Consumer Packaged Goods company with over 30 leading brands in the Personal Care, OTC and Household categories. Listed on the S&P 500, most of C&D's brands occupy a #1 or #2 share position.

Its' signature brand is the Arm & Hammer family of products that include baking soda, laundry detergent, dental care and cat litter. Other well-known and successful Church & Dwight brands include First Response, Trojan, Rub A535, Gravol, Orajel, Nair, Vitafusion, L'il Critters and OxiClean. The company recently bolstered its brand roster with the acquisitions of Anusol, Waterpik, Batiste Dry Shampoo, Toppik Hair Building Fibers, Viviscal, RepHresh, Replens and Flawless.

THE POSITION:

National Business Manager, E-Commerce

We currently have an excellent opportunity for a National Business Manager to support Church & Dwight (CHD) Canada's E-commerce portfolio. You will directly lead CHD's Amazon.ca relationship, and collaborate to build and execute CHD Canada's e-Business strategy. This position will be located at our Canadian headquarters in Mississauga, ON.

RESPONSIBILITIES

- Deliver the Amazon.ca plan, including:
 - Achieving topline and profit targets as per CHD portfolio strategy
 - Furthering the Amazon Retail relationship through JBP development & regular category reviews
 - Promotional planning and incremental investment opportunity recommendations,
 - Budgeting adherence, deduction management
 - Apply data driven analytics to deliver and optimize sales and trade investment
 - Work with 3rd party to evaluate promotional tools to on Amazon vendor central to optimize trade investment
- Support execution of CHD e-tail marketing and digital strategies in collaboration with Marketing
- Negotiates e-tail shopper program solutions and support execution of marketing programs
- Collaborate with Digital Marketing Manager and e-Commerce Analyst to solidify CHD Canada's online strategy and develop the e-Business playbook
- Provide channel expertise to other customer teams (WM, LCL, etc.) to optimize online execution across all platforms

- Educate the organization on channel strategy and execution (content, tools, insights & KPIs)

QUALITIES OF THE IDEAL CANDIDATE

- BA/BS degree from an accredited college/university
- Min 5 years' experience in customer category management, with 3 years' min in E-commerce
- Min 3 year's Amazon Retail focused customer management
- Must have hands-on Amazon Vendor Central experience
- Trade Marketing experience a plus
- Proven track record of anticipating customer needs, and over-delivering their expectations
- Ability to build and deliver joint business plans that result in sales growth
- Strong communication skills (written, verbal, presentation and interpersonal)
- Strong analytical, financial, communication and creative problem solving
- Able to embrace and adapt quickly to changing priorities
- Excels at collaborating in a cross functional team environment
- Well-developed indirect leadership skills
- Broker/3rd party sales collaboration experience preferred
- Digital marketing and communication experience
- Experience delivering sales and profit targets within a strategic portfolio environment
- Strong negotiator. GAP training a plus
- History of turning consumption data into actionable insights
- Proficient in Excel MS Office suite