



**November 11, 2010**

<b>POSITION</b>	<b>Financial Planning Manager – HealthCare Nutrition</b>
<b>DIVISION</b>	<b>Health Care Nutrition</b>
<b>LOCATION</b>	<b>North York, ON</b>
<b>REPORTS TO</b>	<b>North American Health Care Nutrition Finance Lead</b>

This position is responsible for leading the business planning and financial analysis function for the Canadian Health Care Nutrition Business. This position supervises one Financial Analyst and reports directly to the Finance Leader for HealthCare Nutrition North America, maintaining a dotted line relationship to the Country Business Manager, HealthCare Nutrition, and ensuring connectivity with Nestlé in the Market (NiM) finance counterparts.

As Business Co-Pilot, this position will lead and support the Healthcare Nutrition business to:

- 1) partner with other business functions to provide timely, accurate, and insightful financial analysis
- 2) manage profitability by developing and clearly communicating financial plans throughout the annual planning cycle
- 3) provide clear and effective reporting of financial results to local management and Global Finance management located in Switzerland.

Scope includes working closely with operations, manufacturing, customer service, sales (retail & clinical), marketing, warehousing and international markets to improve efficiencies and profitability.

#### **Major Responsibilities:**

- Management of the P&L and the planning & review process for the entire Health Care Nutrition business (Clinical and Retail) This includes completion of the Annual Business Plan , Dynamic Forecast, Monthly Business Review Process, the MBS/Long term planning, Quarterly Business Planning, Profit Outlook and review of actual results.
- Provide financial leadership in reporting and analyzing relevant trends, highlighting variances and making sound business recommendation to Canadian and international managers.
- Conduct value-added feasibility studies to evaluate (NPV, ROI, MC analysis) potential financial benefits/risks of ongoing and future business initiatives; including new product launches, product and contract pricing, marketing expenditure, retail sales promotions, new acquisitions, product renovations and other opportunities.
- Continually evaluate and challenge financial processes and reporting practices; implement changes as needed
- Provide special project analysis as requested
- Responsible for the accuracy and integrity of financial information and upholding corporate policies and control of assets within areas of responsibility.
- Lead and identify sku optimization opportunities, bad good management and provide direction to inventory planners to effectively and proactively manage inventory to meet business requirements.
- Provide financial leadership of healthcare sales organization (i.e. expense management, sales reporting, pricing strategies, contract management, effectiveness evaluation etc.)

#### **Qualifications:**

- Minimum of five years of financial planning with direct exposure to Sales and Marketing, packaged foods/healthcare
- Recognized accounting designation and/or related business degree with a minimum of five years financial experience.
- Strong knowledge of factory standard costing.
- Excellent spreadsheet and database skills with the ability to enhance the financial planning process.
- Strong communication skills. This will include presenting financial information to non-financial users and global business leaders (locally, regionally and internationally)
- A strong negotiator, problem-solver and decision-maker.

Suitably qualified candidates should first contact their Department Manager before submitting their résumé to the undersigned. The closing date for this posting is **November 22, 2010**.

To apply online to this vacancy and all future vacancies, please access eRecruiting via ESS, click on Search for Jobs, click on the job vacancy and apply online. **REFERRALS WELCOME!** (All external applicants must access [www.nestlejobs.ca](http://www.nestlejobs.ca), Search for Jobs, click on the vacancy and apply online.

**Linda Joel-Thompson – Human Resources**