



Good Food, Good Life

## POSITION VACANCY

May 10, 2012

**POSITION:** Territory Manager, Infant Nutrition  
**DIVISION:** Infant Nutrition  
**TERRITORY:** Burlington/Hamilton/Niagara, Ontario  
**REPORTS TO:** Regional Manager - Infant Nutrition

*This position is ideal for a high-energy, creative professional who is looking for an opportunity to further develop a dynamic nutrition sales career.*

### Major Responsibilities

- Stimulate retail sales through the promotion of infant formulas and cereals to gain Healthcare Professionals recommendations (physicians, nurses, etc.) based in community clinics and offices
- Manage and develop hospital accounts to targeted growth plan
- Prospect and build relationships with target Healthcare Professionals and Key Opinion Leaders
- Significantly contribute to the regional market share growth for infant formula, cereals & foods based upon agreed to strategies and product priorities
- Communicate effectively by selling to customer needs, listening effectively, being persuasive & negotiating appropriately
- Plan, lead and /or participate in medical education events/conferences
- Monitor and report competitive activity and industry intelligence in a timely manner
- Manage business planning, customer database and reporting requirements according to deadlines.
- Manage territory expenses and sample budget within company guidelines

### Qualifications

- A university Nutrition or Business degree or combination of education and experience.
- Nutritional science knowledge and/or experience a definite asset
- Experience and understanding of hospital environment a definite asset
- Strong analytical skills and excellent presentation skills
- Excellent communication, interpersonal, and organizational skills
- Proven negotiation skills
- Excellent time management skills
- Proficient in MS Office including Outlook, Excel, Word and PowerPoint
- Proof of a valid driver's license required
- Candidate must reside within the territory and must be able and willing to travel as required based on territory needs

Suitably qualified candidates should first contact their Department Manager before submitting their résumé to the undersigned. **The closing date is May 22, 2012.**

**REFERRALS WELCOME!** (All external applicants must access [www.nestlejobs.ca](http://www.nestlejobs.ca), Search for Jobs, click on the vacancy and apply online.)

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