



## Job Posting

**POSITION:** Sales Financial Analyst (2 available positions)

**DEPARTMENT:** National Sales

**LOCATION:** Mississauga

**REPORTS TO:** National Sales Finance Manager

*Responsibility for co-management within the account teams of trade spend as well as overseeing Trade Management Tool (TMT) chequebook and the management of Customer financial metrics. Work involves TMT updates – trade fund management, deductions, and best practice trade spend deployment.*

### **MAJOR RESPONSIBILITIES:**

- Manage day to day TMT transactions, including deposits, transfers, check writing
  - Update TMT with actual spend monthly
  - Ensure integrity of Channel and Trade Marketing funding within Account Teams
  - Oversee Account Team chequebook management and process deductions as required
  - Perform monthly CBS reconciliation
- Provide Customer Team Sales/Profit Management reporting, tracking and forecasting to assist in customer business planning and development
  - Work with teams on spend forecast details and monthly variance analysis
  - Review internal KPI's with Account Team to ensure tracking vs. HPT
    - Prepare and participate in Monthly Business Reviews to ensure analysis and insights vs. target
- Participate in Business and customer teams planning to increase sales and customer/region profitability
  - Financial Analysis including price change impacts and brand spending recommendations
  - Track marginal contribution and sales against plans to improve product mix
  - Application of best practices and analysis to drive sustainable results
- Assist in Account/Team budgeting process through helping establishing sales objectives, profit goals, and trade spend levels

### **QUALIFICATIONS:**

- University Degree in Business or Finance is required. Completion of or enrolled in Accounting designation would be an asset.
- 3 – 4 years finance experience within a CPG company.
- 2 – 3 years financial analysis experience preferred.
- Strong communication and interpersonal skills
- Experience working with Sales or Marketing teams cross-functionally is preferred.
- Highly developed analytical and problem-solving skills.
- Results, detail-oriented professional, with exceptional interpersonal skills.
- Excellent computer skills (MS PowerPoint, Excel, Word, Access). SAP experience is an asset.
- Bilingual experience would be an asset.

### **NEXT STEPS:**

Interested applicants should review their intentions with their immediate supervisor prior to submitting their resume. Applications may be forwarded in confidence either by mail to the attention of **Jana Sen**, via e-mail to [jana.sen@purina.nestle.com](mailto:jana.sen@purina.nestle.com) or sent via fax to 905-855-5982. The closing date for this posting is **May 18, 2012. Referrals Welcome.**

**Posted:** May 18, 2012

**Remove:** May 25, 2012