



May 14, 2012

**POSITION** CUSTOMER DEVELOPMENT MANAGER – WALMART  
**DIVISION** CUSTOMER DEVELOPMENT – MASS/DRUG CBT  
**LOCATION** HOPEWELL, BRAMPTON  
**REPORTS TO** CUSTOMER DEVELOPMENT TEAM LEADER – WALMART

*The incumbent is accountable to drive sales profitability across a grouping of categories within the account through effective sales execution of NCI marketing and sales initiatives.*

#### **Major Responsibilities**

- Develop and achieve the divisional/national business plan for the assigned categories by implementing the strategy, managing total trade spend by category, and achieving agreed shelf and distribution targets
- Leverage Walmart data and facts to formulate selling stories and capitalize on opportunities to maximize sales
- Effectively coordinate and communicate with Category Sales Development within the CDT to provide promotional information (through CRM) for Demand Planning, and work in partnership to maximize efficiency of total trade spend through on-going pre- and post-evaluation of investment
- Responsible for cycle priorities and the communication linkage to Field Sales, as well as communication of relevant information from Retail Link.
- Effectively manage internal and external relationships, meeting the agreed level of customer contact with Category buyers and assistants, as well as CDT members, Category Sales Development and Shared Services

#### **Qualifications**

- University degree coupled with a minimum of 3 years of sales/customer management experience, preferably within the Foods Industry.
- Exceptional analytical capabilities including the ability to source, manipulate and leverage data to draw insights. Understanding of Retail link considered a tremendous asset.
- An excellent understanding of technology (MS PowerPoint, Excel, Word, Access) and a good understanding of network applications related to Sales Information
- Highly developed organizational, negotiation and presentation skills
- An understanding of P&L drivers; solid planning /forecasting skills
- Ability to multi-task and thrive in a fast paced environment
- Self-starter with the ability to think “out of the box” in an effort to secure incremental business opportunities

Suitably qualified candidates should first contact their Department Manager before submitting their résumé to the undersigned. The closing date for this posting is **May 23, 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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