



## **CHURCH & DWIGHT CANADA**

**POSITION: FINANCIAL ANALYST – NET SALES**  
**DEPARTMENT: FINANCE**  
**REPORTS TO: SALES FINANCE MANAGER**

### **THE COMPANY:**

Church & Dwight Canada is a Consumer Packaged Goods company with over 30 leading brands in the Personal Care, Household and OTC 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 (toothpaste and Spinbrush) and cat litter. Other well-known and successful Church & Dwight brands include Trojan, First Response, OxiClean, Batiste, Nair, Graval, Rub A535, Orajel, Replens, Vitafusion and L'il Critters. The company recently bolstered its brand roster with the acquisitions of the Viviscal Hair Growth System, Toppik Hair Building Fibers, Anusol Hemorrhoid treatments and Waterpik.

### **POSITION DESCRIPTION:**

This position is responsible for helping C&D achieve its Net Sales goals through Trade Promotion, Slotting, and Other Allowance reporting and analysis. Using information gathered from multiple sources (Sales, Trade Marketing, Marketing, Supply Chain, Historic information, etc), the successful candidate will manage trade, pricing resolution, and deduction management with key stakeholders.

### **The successful candidate will:**

- Analyse and Evaluate Gross to Net Sales results and provide management commentary, utilizing our SAP BPC system
- Review trade spending vs. forecasts during the month and address any questionable rates with TFA, ASM Broker and/or Sales teams as necessary, and ensure adjustments are made
- Calculate and book Monthly Trade Spend and Slotting Accruals. Evaluate variances vs. expectations, providing justification and correct backup
- Ensure Systems accurately reflect new products for pricing and billing
- Finance point person who understands the detailed technical workings of SAP and THOR so that the system technical issues can be resolved in a timely manner

- Resolve SAP/THOR Workflow issues.
- Evaluate Post Audit bills received and work with the ASM Broker team to action appropriately
- Perform other Adhoc Net Sales related tasks as required
- Work with our Broker team to ensure deduction processing is being completed on a timely basis

**The ideal candidate will:**

- Be an intuitive thinker who questions items and takes the appropriate action, and is able to handle ambiguity in areas and make necessary decisions
- Be technically competent to understand the detailed workings of the Trade, SAP and financial systems
- Give direction to others in order to achieve our corporate targets
- Be able to handle multiple deadlines and priorities, and take ownership for their area of responsibility
- Be willing to take on new challenges as they arise
- Strong attention to detail and deadline oriented

**Education and Experience**

- Working toward a Professional Accounting designation would be an asset
- Advanced Excel
- SAP & THOR experience an asset
- University Education or equivalent
- 3-5 years experience in Finance or Accounting