



FAQs

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## Job Description

### Territory Manager, Maternal and Infant Nutrition- London, Ontario(Job Number: 1400032F)

#### Description

Nestlé was ranked the fifth most loved brand in the world in a survey of 70,000 consumers in 15 major international markets. Nestlé Canada was voted one of the best workplaces for 3 consecutive years, and was also named one of Canada's 10 Most Admired Corporate Cultures in 2013. Recognized in Canadian Business, the Nestlé brand was named #9 by consumers on the World's Most Reputable Companies list and ranked #2 for the Best Reputation in North America! Find out why, **There is more to Life at Nestlé...**

We offer you:

- Great comprehensive benefits package including Health and Dental benefits that start on day one.
- Excellent training and development programs as well as opportunities to grow within the company.
- Comprehensive Total Rewards Package and Company Matched Retirement Plan

*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:

- Work with Healthcare Professionals (physicians, nurses, etc.) based in community clinics and offices to generate retail sales
- 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 the maternal and infant nutrition business based upon agreed to strategies and product priorities
- Communicate effectively by selling to customer needs, listening effectively and 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.
- Minimum 1 to 2 years of relevant experience: Nutritional science knowledge 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 with excellent time management skills
- Proficient in MS Office including Outlook, Excel, Word and PowerPoint
- Must be bilingual French and English (spoken and written)
- Proof of valid G class driver's license required
- Must have home computer and high speed internet access.
- Must reside in London ON and must be able and willing to travel as required

*Please note; Education Verification, Reference Checks and Criminal Background Checks will be administered on suitably qualified candidates.*

*If you believe you have the profile we are looking for and you want to make your mark in the World's Largest Food and Beverage Company, we look forward to hearing from you!*

***We thank you for your interest in this opportunity; however only those individuals selected for an interview will be contacted.***

***The closing date for this position is June 27<sup>th</sup>, 2014***

Nestle Canada supports Health Canada and the World Health Organization who recommend exclusive breastfeeding for six months and recommend continued breastfeeding, after the introduction of complementary food, for up to two years and beyond.

**Primary Location:** Canada-Ontario-London

**Job:** Sales

**Organization:** Nestlé Canada Inc.

**Schedule:** Full-time

**Job Posting:** May 23, 2014, 10:39:14 PM

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