

Argentina Jobs Expertini®

Manager Trade Marketing (Gums& Candies)

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Company: Mondelēz International

Location: Thames

Category: other-general

Description

Are You Ready to Make It Happen at Mondelēz International?

Join our Mission to Lead the Future of Snacking. Make It With Pride.

You help execute the revenue management workstream to help us optimize the return on investment on our trade spend activities.

How you will contribute

You will:

Work with customer teams to track progress towards revenue KPIs

Complete promotional post evaluations in partnership with Finance and Marketing

Support the Customer Planning Manager by providing regular reporting including volume tracking, trade spend, % promoted, seasonal in flight tracking

Monitor revenue realization of any cost price increases

Work with customer teams and Sales Finance to ensure all trade spend in the system is accruing correctly

Attend customer forecast surgeries to understand customer dynamics and identify opportunities and risks to the plan

Approve promotional activity in line with guidelines with regular reviews of promotional spend

What you will bring

A desire to drive your future and accelerate your career and the following experience and knowledge:

Commercial and financial acumen

Reducing complexity using an analytical, disciplined and collaborative approach

Synthesizing multiple data points into a holistic position

Organizing and prioritizing

Problem solving

Finding new and innovative solutions

Working in a fast-moving consumer goods or consumer packaged goods environment a distinct advantage

Customer and category knowledge a distinct advantage

More about this role

As the primary sales contact for each category, is accountable for the overall category commercial plan for the BU (by customer & RE) vs AC plan and IBP process. Owns the cross-functional alignment and Marketing plan, delivering against the budgets & resources to achieve the sales plan, in conjunction with the sales and category team, Finance, Demand planning & CS&L.

Required role implications.

At least 6 to 8 years' experience in Marketing, Trade Marketing & Sales Positions (min 2 of them) in multi-national companies. Considering he/she should develop and lead plans including every business aspect.

English is a must.

Bachelor's degree in business administration or similar needed. Postgraduate study preferred.

No Relocation support available

Business Unit Summary

Mondelēz Southern Cone represents Mondelez International operations in Argentina, Uruguay and Paraguay. We produce over 40 iconic and delicious brands with more than 400 products including Milka, Oreo, Cadbury and Tang, and local jewels like Cerealitas, Terrabusi and Clight, among others. More than 2,600 wonderful people proudly work to make our delicious snacks at two production plants in Argentina: the Pacheco Plant in Buenos Aires Province, Villa Mercedes Plant in Villa Mercedes Province and our commercial offices located in San Isidro, Buenos Aires Province. To learn more about us, visit www.mondelezinternational.com/ar

Mondelēz International is an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, gender, sexual orientation or preference, gender identity, national origin, disability status, protected veteran status, or any other characteristic protected by law.

Job Type

RegularCategory Planning & ActivationSales

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