

Campbell Soup Company

Job Description

(Please review 'Instructions for Writing Job Descriptions' for assistance)

Job Title: Manager Sales Operations Finance **Functional Area:** Sales Finance
Department: Finance **Business Unit:**
Reports To (Title): Director Sales Finance **Location:** Norwalk
Direct Reports (Titles): NA **FLSA:** Exempt Nonexempt
Attach organization chart, if available.

Indicate reason for completing job description (i.e., new position, promotion request, etc):

New Position

General Summary

The Manager of Sales Operations Finance will be accountable for the financial support of the Pepperidge Farm Sales Operations team. In this capacity, this individual will be responsible for developing and driving the attainment of key financial metrics related to stale efficiency, network optimization, Scan Based Trading, and District / Distributor performance. The MSOF be fluent in the SAP system and able to leverage Envision in order to analyze large volumes of data to benchmark performance across a broad distributor network to quantify revenue and profit opportunities

Principal Accountabilities (list in order of importance and indicate percentage of time spent on each)

- 60% Partner with Sales Operations:
 - Leverage SAP and Envision to quantify distributor & district performance relative to broader network and analyze performance across a range of metrics including: service, stale, returns, & trade lift. Work with client on problem resolution and the metrics to support.
 - Drive stale / unsaleable optimization for both new and existing products through in depth analysis and problem resolution
 - Participate in setting the log term vision for sales operations and support the improvement of distributor performance
- 15% Network Optimization: Quantify and drive any optimization opportunities. Perform appropriate post audit measures to ensure financial commitments were achieved. Work with Sales Ops & Supply chain to develop the appropriate guiding principles for all depot activities
- 15% Financial Modeling: Create and maintain models related to specific sales initiatives. For example: the expansion of Scan Based Trading, channel expansion, and work flow analysis
- 10% Ad hoc analysis of any and all Sales Operations activities

Job Complexity (provide several examples of typical work related problems that this position is expected to resolve)

- Build and maintain complex excel models with source data from SAP & Envision for reporting and analysis
- This position requires the ability to interact and communicate effectively with all levels of Sales and Finance Management.
- Outstanding and disciplined attention to detail and capacity to manage significant volume of data
- Sustain a high level of competence and professionalism in a dynamic business environment.
- Ensure financial processes are adhered to according to CSC standards and best practices
- Design and implement process and systems enhancements to drive efficiencies and enhance visibility and controls.
- Instill accounting discipline to the monthly work product
- Ability to analyze information and make informed recommendations to management

Job Specifications (Knowledge, skills and abilities normally required for competent performance in the job)

- Bachelors degree in Finance or related field
- Minimum 3-5 years finance experience required. Consumer package goods industry strongly desired.
- Management experience preferred.
- Strong communication and client interface skills
- SAP knowledge preferred, Excellent Microsoft Excel and Access skills required.
- Strong reconciliation discipline and experience. Excellent analytical and communication skills.

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Working Conditions

Office Environment

Disclaimer

The preceding job description has been designed to indicate the general nature and level of work performed by employees within this classification. It is not designed to contain or be interpreted as a comprehensive inventory of all duties, responsibilities and qualifications required of employees assigned to this job.

Review/Approvals

_____ Name <i>Supervisory Approval</i>	_____ Signature	_____ Title	_____ Date
_____ Name <i>Human Resources Concurrence</i>	_____ Signature	_____ Title	_____ Date
_____ Name <i>Corporate Compensation Approval</i>	_____ Signature	_____ Title	_____ Date
		_____ <i>Approved Grade Level</i>	_____ <i>Date</i>