

LIST OF FCPC SURVEY BENCHMARK POSITIONS

The following lists the 81 benchmark positions covered in this year's Survey.

General Management and Corporate		Sales and Marketing (Cont'd)	
G01	Divisional General Manager/Group Vice-President	S21	Trade Marketing Manager
		S22	Category Captain
		S23	Sales Analyst
		S24	Grocery Specialist
		S25	Customer Marketing Manager
		S26	Category Development Manager
		S27	Nutrition Marketing Business Partner
		S28	Director, Nutrition & Consumer Affairs
		S29	Manager, Consumer Communications, Food Safety, Quality and Claims
Distribution and Traffic			
DT01	Manager of Distribution		
DT02	Traffic Manager		
DT03	Customer Service Manager		
DT04	Import/Export Customs Specialist		
DT05	Director, Supply Chain		
Engineering		Foodservice - Benchmarks	
E01	Manager of Engineering	FS02	Director of Marketing/Marketing Manager
E02	Project Engineer	FS03	Product Manager
E03	Packaging Development Manager/Engineer	FS05	Senior Sales Executive (National Sales Manager)
		FS06	National Accounts Manager
		FS07	Regional Sales Manager
		FS08	Key Account Manager/Specialist
		FS10	Sales Representative / Territory Manager
Finance and Accounting		Manufacturing/Operations	
F01	Senior Financial Executive	M01	Senior Manufacturing/Operations Executive
F03	Controller	M02	Major Plant or Factory Manager
F05	Financial Planning Manager	M03	Production Manager
F06	Chief Accountant	M04	Manufacturing First Line Supervisor
F10	Credit/Collection Manager	M06	Plant Engineer
F18	Financial Analyst	M07	Maintenance Supervisor
F19	Treasurer	M08	Materials Manager
		M09	Production Planning & Scheduling Manager
		M10	Environmental Health & Safety Manager
Information Systems		Manufacturing/Operations – Hourly Positions	
F11	Information Systems Director	M100	Sanitation/Building Maintenance
F14	Systems Analyst	M101	Refrigeration Mechanic
F15	Programmer Analyst	M102	Maintenance Mechanic – Packaging
F17	LAN/PC Manager	M103	Maintenance Technical Team Leader
		M104	Machine Set-Up
		M105	Lead Operator
		M106	Electronic Technician
		M107	Electrician
Human Resources		Procurement	
HR01	Senior Human Resources Executive	P01	Senior Purchasing Officer
HR02	Plant Human Resources Manager	P02	Purchasing Agent
HR03	Human Resource Specialist		
Sales and Marketing		Research/Technical Control	
S01	Senior Sales & Marketing Executive	RT02	Research & Development Manager
S02	Senior Marketing Executive (no sales responsibility)	RT03	Quality Control Assurance Manager
S03	Senior Sales Executive	RT04	Quality Control Laboratory Supervisor
S04	Sales Planning Manager	RT05	Laboratory Chemist
S05	National Accounts Manager	RT06	Technologist
S06	Regional Sales Manager	RT07	Sr. Manager Scientific and Regulatory Affairs
S07	District Sales Manager		
S08	Key Account Manager		
S10	Sales Administrator		
S11	Merchandiser (hourly position)		
S12	Sales Representative		
S13	Group Product Manager		
S14	Product Manager		
S15	Assistant Product Manager		
S19	Consumer Relations Co-ordinator		
S20	Category Manager		
Administrative Support			
X01	Executive Assistant - Chief Executive		

