

## **CATEGORY MANAGER**

Reporting to the Vice President of Category Management, you will utilize your past experience analyzing and actioning market data and industry information, the Category Manager will play the leading role responsible for building fact based, data driven category strategic and tactical plans to better meet the needs of our customers and to optimize financial performance.

This will include the development of the category business plan, formulation and execution of strategies and tactics within the context of the overall category and organization strategy, including product selection, assortment planning, procurement, presentation, pricing, and leading all vendor negotiations and supply agreements.

### **ACCOUNTABILITIES:**

Gathers and analyses internal customer data, market and industry information to formulate strategies and tactics within the context of the overall category strategy. Negotiates and sources products, prices, and contracts/agreements on behalf of the company, while ensuring quality standards are understood and met by each vendor.

Develops and maintains positive vendor relations while adhering to the company's ethical business standards.

Develops and manages 1-year detailed Category Plans and 3-year Strategic Category Plans, inclusive of financial performance goals of sales, gross margin and inventory productivity.

Determines and authorizes category assortment, pricing and quantification for seasonal and ongoing web site programs.

Provides strategic category vision as to product, presentation, pricing and Vendor Alliances.

Works with Merchandising/Marketing, Supply Chain and Sales to ensure category planning programs are executed and operating effectively.

Provides assistance to Operations with day-to-day problem solving and inventory management disciplines.

Participates in special projects and key departmental/company initiatives as required.

### **Desired Skills & Experience**

Minimum 5-10 years related category management experience.

Post-secondary education (University preferred) or a combination of education and training in a related field.

Must have the ability and desire to develop an in-depth understanding of the company's customers and how marketing, supply and logistics, and sales & operations optimally work within the company's value chain.

Proven commitment to excellent customer and vendor relations.

Demonstrates a personal, enthusiastic commitment to the company's vision, mission, values and strategies.

Must be able to maintain a high degree of accuracy with details and numbers.

Proven organizational, planning and prioritizing skills.

Ability to manage multiple projects, tasks and assignments while adhering to strict timelines.

Excellent written and verbal communication, interpersonal and presentation skills.

Demonstrated proficiency in Microsoft Word, Excel and PowerPoint