



JOB SPECIFICATION

Job Title: Category Manager

Reporting to: Head of Category Management

1. Position purpose

Responsible for the implementation of Bel UK's category strategy and relationship with defined customer base

Specifically

Deliver defined category strategy within designated customer base, contributing to the objectives of the Business Unit

2. Key responsibilities

Management of Category Relationships with designated customer base

- Implement category strategy and develop category relationships within defined customer base
- Strive to be involved in / lead as many category range reviews and category projects as possible
- Working closely with the National Account Manager, deliver insightful and timely category information to the relevant contacts within customer base
- Provide internal customer base with requested category information and arguments, as well as customer-level knowledge & insights

Effective use of the Shopper Insights Research

- Incorporate insights provided by the Insights Manager as rational in trade presentations

Management of ad hoc tasks and projects

- Participate in project work relating to category management or to building brands or categories within the business

3. Training

- Full induction programme
- Annual Performance & Development Review
- Ad-hoc training when required (in house and external)

4. Contacts

Internal:

- All departments within Bel UK: Marketing, Sales, Category Management, Finance, Supplies/Logistics, Quality Management, Administration

External:

- Customers, 3rd party agencies



5. Candidate Profile

The successful candidate will have a commercial or marketing background gained within the FMGC sector with a solid experience of category management. He/she will have:

- **Experience of working with retailers (face-to-face client contact, category work, trade marketing, range reviews, etc)**
 - **Strong communication skills (external and internal)**
 - **Experience of working with category management principles**
 - **Excellent presentation skills**
 - Good knowledge of FMCG market
 - Sound business knowledge, including control of P&Ls
 - Strong negotiation skills
 - Experience of agency management
 - Sound understanding of the principles of brand building
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- A team player with strong interpersonal and leadership skills
 - Enthusiastic and positive attitude

6. To apply: send your cv and covering letter to ukcareers@groupe-bel.com quoting the vacancy reference number catman0614