

POSITION: Team Lead Category Management

Position Overview

We are seeking a visionary Team Lead Category Management to lead our category management team. As such, you will be responsible for developing and executing strategic category plans to optimize the attractiveness of our assortment for the different customer groups and sales channels. Your role will involve managing a team of category managers, analyzing market trends, defining promotional activities and cross-channel initiatives and working together with purchasing to build strong supplier relationships and to ensure cost-effective and reliable supply chains. You will play a pivotal role in fulfilling our sales and margin targets and ensuring our company's continued success in our market segment.

Responsibilities

Category Development:

- Develop and implement comprehensive category management strategies, aligning with the company's business objectives and growth plans.
- Identify opportunities for category expansion and innovation through in-depth market analysis and continuous assessment of industry trends and customer needs.
- Develop marketing and pricing strategies across categories
- Develop and manage category budgets, identifying growth opportunities and cost-saving potentials without compromising quality or service levels.

Market Intelligence and Forecasting:

- Stay abreast of market trends, regulatory changes, and emerging technologies in the industry.
- Utilize market intelligence and demand forecasting to proactively address supply chain challenges and optimize inventory levels.

Supplier Relationship Management and Evaluation:

- Together with procurement, foster strong, collaborative relationships with key suppliers, promoting innovation, value creation, and continuous improvement.

Team Development and Leadership:

- Recruit, mentor, and develop a high-performing team of category managers, fostering a culture of excellence and continuous learning.

Qualifications and Requirements:

- Bachelor's degree in Business Administration, Marketing and/or Sales Management, or a related field.
- Deep knowledge of and proven experience in category management within the following industries: healthcare, FMCG, food, e-commerce or pharmaceuticals with experience in a managerial position.
- Demonstrated ability to work in a fast-paced, dynamic environment while delivering results and driving positive change.

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