

Job title: Category Manager, Cruise division

Purpose: Support the creation and implementation of category strategy. Take ownership of the category including product development and sourcing. Working with the immediate and wider team, contribution to ad hoc associated projects.

Lines of Communication

- Upwards – Procurement Director
- Laterally – Product Data, Supply Chain, Sourcing

Hours of work: 40 hours per week 08:00 – 17:00 Monday – Friday

Location: Head Office based. Yarrow Road

Duties:

- Supplier Management including supplier scoping, right sizing and risk management as well as ESG and compliance management. Relationship building with strategic suppliers to ensure we land the best price and rebate deals.
- Category Planning. Develop a deep understanding of the categories managed. Complete annual category strategy pack with execution plan for GP improvement, savings and consolidation projects that are road mapped and tracked through to delivery in line with business and team goals.
- Understand slow moving lines and back log of stock with plan of how to reduce.
- Price negotiation and tracking of savings and consolidation targets achieved. Feeding into personal and team KPIs.
- Own Brand management and scaling. Looking for opportunities within the categories to grow and scale our own brand product offer. Understanding the volumes and product requirements to ensure the right supply base is used effectively.
- Deliver new product developments and customer projects from R&D through to first deliveries. Create data sheets and tech packs to ensure we maintain all control over IP on new products introduced to the range. Oversee all quality control of new products to ensure standards and expectations are met on first deliveries.

- Work closely with our ESG team to ensure that Suppliers and products are fit for the future of our Carbon neutral goals.
- Ensure that the data team have everything they need to be able to keep product profiles on various systems up to date and accurate as well as testing and compliance information to be up to date.
- Attend and support customer meetings for key accounts updating the customer with any product related projects that are ongoing. Build relationships effectively so that we can push through new opportunities as effectively as possible.
- Work with sustainability objectives in mind and identify opportunities across all category responsibilities
- Support with Tender process including written submissions regarding product and compliance as well as pricing support and special price negotiation.
- Support with marketing strategies for Own Brand and work closely with the Marketing team on product messages.

Experience & Background

- Experience working within hospitality, leisure industry preferred.
- Understanding of key categories including paper hygiene, janitorial desirable (not essential)
- Experience managing categories and delivering and executing strategic plans.
- Understanding complex data sets and being able to analyse information to form data backed strategic plans and setting category targets.
- Strong Excel skills.
- Supplier management experience essential.
- Understanding of product development and new product launches ideal.
- Experience working to a critical path or project management experience essential.
- Experience managing others ideal
- Experience working with CRM and PIM systems.

Personal Attributes:

- Self-starter with a proactive mindset
- Able to prioritise and manage own workload effectively
- Dynamic approach; comfortable working at pace

- Result orientated; tenacious approach to problem solving
- “Can do” attitude; demonstrates determination to resolve issues
- Excellent communication skills; able to communicate effectively across all levels
- Highly organised, naturally forward planning, logical structured thinker
- Good attention to detail and takes pride in accuracy of work
- Flexible approach; adapts to change easily
- Willingness and curiosity to develop knowledge and skills
- Great team player; seeks to contribute and support

Last updated: February 2026