

About the job

We're looking for an experienced Category Manager to join our office-based Category Management team.

- Job title: Category Manager
- Contract type: Permanent
- Hours: 40 hours per week
- Location: Poole
- Holiday: 30 days paid (inc. bank holidays)

What you will be doing

- 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.
- 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.

What's in it for you

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| • Modern open plan office | • Cycle to Work scheme |
| • Monthly profit share bonus scheme | • Complementary Happy Birthday vouchers |
| • Holiday buy-back scheme | • Subsidised workplace massage |
| • Company sick pay | • 'Giveback Days' with food cooked onsite by the Management Team |
| • Free onsite parking | • Eye vouchers |
| • Perks at Work scheme | • Employee assistance programme (EAP) |
| • Unlimited 'tuck shop' snacks | • Company social and corporate events |
| • Free lunch every Friday | |
| • Charity dress down day every Friday | |

Who we are

We're a fast-paced, forward-thinking global solutions provider who is redefining operational excellence for businesses. We're famous for our fantastic customer service and for creating comprehensive solutions that help our customers stay ahead in an ever-changing world.

Where you work

Our open plan office encourages teamwork and communication. You will be working in a respectful environment surrounded by people that care about you just as much as our customers. We also believe diversity is the key to a success. That means your voice will always be heard no matter your role, and there will always be the opportunity to make a big impact.

Who you are

You thrive on taking initiative and enjoys the satisfaction of solving challenges with a tenacious, “can do” attitude. You are highly organised with a natural ability to plan ahead and think logically, but you are also flexible enough to adapt when things change unexpectedly. You take pride in the accuracy and quality of your work, valuing attention to detail as much as achieving results. A great communicator, you connect effectively with people at all levels and as a true team player, you’re always ready to contribute and support others. You love learning and are curious to develop your skills and knowledge further. In short, you’re dynamic, proactive and ready to make an impact!

Sound like you? Let’s make this role yours.