Downloaded from <https://www.velvetjobs.com/job-descriptions/category-advisor>

# Example of Category Advisor Job Description

Our company is searching for experienced candidates for the position of category advisor. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for category advisor

* Resolve complex contract related issues with vendors as needed
* Focus on long-term category expertise & development
* Conduct supply market & internal needs / demands
* Resident expert in sourcing policy, procedures & processes
* Lead sourcing negotiations
* Resident expert in contract negotiation & contract development
* Uncover sourcing opportunities in the market through research / analysis
* Key contact for business stakeholder requirements
* Drives the development and execution of the EMEA Facilities sourcing strategy
* Lead, Coach and develop technology category advisors in their professional development and pursuit of building category knowledge within area of expertise

## Qualifications for category advisor

* 5-7 years CPG industry experience in a senior category management or analytics role
* Direct account sales experience preferred
* Experience in training, developing and coaching account-level analysts
* Experience developing actionable insights from primary research
* Mastery of syndicated data, graphics, spreadsheets, databases and category management tools
* Proficiency in Syndicated data, POS, Shopper Panel and space management software