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# Example of Category Development Manager Job Description

Our growing company is looking to fill the role of category development manager. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for category development manager

* Analyse the industry, market and supplier situation and trends of assigned category
* Develop global category strategies and Supplier / CMO strategies and ensure its implementation globally in close collaboration with internal stakeholders
* Ensure adherence to the category life cycle management of the Pharma Procurement Policy, Directive, Guidelines and functional SOP’s
* Monitor category specific KPI’s, sourcing project status and supplier performance metrics (own and delegated projects) and initiate corrective measures if necessary
* End to end management and drive of consumer displays business, with key objectives of market share, revenue and margin growth
* Participation and drive of general sales strategy for assigned categories via account business plans
* Working closely with other members of the HP account / sales team
* Actively participating in managing product supply and rollovers
* Responsibility for sell-in and sell-out activities
* Lead and inspire a cross-functional delivery team

## Qualifications for category development manager

* Understanding key learnings and develop presentations allowing for effective recommendations to the buyer and the customer executive leadership team
* Leading and developing analysis methodologies to track market pricing, feature pricing and base pricing and provide solutions
* Previous Consumer Packaged Goods (CPG) experience
* Must demonstrate ability to handle multiple project assignments in a timely manner
* Over 5 years of e-commerce related working experience
* Breath of experience across e-commerce