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# Example of Category Sales Job Description

Our growing company is searching for experienced candidates for the position of category sales. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for category sales

* Support in the calculation of new products
* Support in the evaluation of customer promotional activities
* Analyze the current market trends and competition analysis
* To drive growth on revenue and GM for Consumer PC
* Develop a strategy that ensures a differentiated position in the retail market
* To drive growth on revenue and GM for Print Category
* Hunt new business and take responsibility for executing GoTo Market plan
* Understand the competition and current market trends
* Achieve quarterly Revenue & Profit for the total product category
* Provide monthly a 6-months rolling product category forecast in volume and value by channel/ account

## Qualifications for category sales

* Education attainment equivalent to Bachelor’s Degree in Marketing or related field or equivalent work experience
* Good technical knowledge at least in 2-3 industries (plastic, coating, construction, adhesives)
* 35% travel requirements across the region with potential for international travel for development
* Must have the ability to use financial data to make decisions and maximize account profitability
* Must have the ability to understand complex business issues, find creative solutions, and make sound decisions
* Jordan brand and/or culture of basketball experience preferred