



Example of Associate Category Manager Job Description

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Our growing company is looking for an associate category manager. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

Responsibilities for associate category manager

- PROJECT MANAGEMENT - Supports project plan development for the implementation of Supply Chain strategy
- Develop sell stories that meet PAB and bottler objectives
- Leverage a mix of research/insights, emerging trends and client intelligence to clearly articulate complex ideas into effective presentations through strong storytelling, creativity and effective communication
- Collaborate across departments, brands and constituencies inside and outside the company to coordinate and craft the best possible concept
- Create necessary sales and promotional materials needed to support the sales process including proactive pitches, new programs and RFP responses from ideation through final sale
- Identify and understand category and client priorities, concerns, challenges and goals
- Actively research and understand emerging trends and opportunities in the Financial Services industry, tracking these trends in pursuit of new ideas
- Ability to train and develop category management personnel on the utilization and application of business analytic tools (Nielsen Analytic Suite, SpacePlanning, Retail Link, Microsoft Office Suite)
- Measure and manage "suppliers'" (aka providers, agencies,) performance relative to contracted service levels
- Ensure that services are provided within assigned budgets and timelines

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- Manage packaging changes (including on-pack promotions) NPD' launches
 - 3 to 5+ years of Category Management / Insights / Sales experience within the consumer packaged goods industry
 - Teamwork is essential in this role as this person will work very closely with account sales leads, cross-functional teams the retailer directly
 - Bachelor's degree in Supply Chain Management, Engineering, Project Management, Business, Finance or related field or equivalent experience required
 - Requires 3 plus years of supply chain experience or 5 plus years experience in company operations with significant exposure to supply chain processes
 - The Associate Category Manager is an entry level role that incorporates a two year individualized developmental plan that, upon completion, will allow for promotional consideration to Category Manager