



Example of Associate Category Manager Job Description

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Our company is growing rapidly and is hiring for an associate category 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 associate category manager

- Conduct store audits periodically in Walmart and other customers to find growth opportunities for our brands
- Support the Category Manager or Sales Managers in managing forecasts as necessary utilizing customers POS and inventory tools as a guide
- Lead the development of selling presentations as necessary to support the ongoing development of the business
- Responsible for building catalog presentations (layouts), coordinating space planning/planograms, proofing retail ad copy signage and Internet presentation, providing item spec and copy information, and working with visual merchandising on the Retail presentation
- Supports the development of the product assortment to support the assortment strategy goals
- Conducts competitive analysis on catalogs, mailers, email campaigns, websites, ads, pricing strategy, product offering, Coordinates with field teams to complete competition shops
- Develop and maintain expertise in the assigned spend categories through relationships with Division Leads, Suppliers and Market Experts
- Implement processes to monitor division satisfaction with key suppliers and with the central sourcing department
- Support the Supplier Performance Manager in the collection, synthesis and communication and feedback of performance metrics against pre-determined

- Finance, comprised of regionally based teams and a central hub in Bangalore, India, provides financial analysis, decision support, procurement, contract administration and reporting for all initiatives within the Services Division and for business partners across the firm Administration and Communications oversee organizational development and internal and client communications

Qualifications for associate category manager

- Minimum of BA/BS degree, MBA a plus
- 3-5 years relevant consumer product goods industry experience with background in Category Management
- Providing category insights and recommendations to internal and external customers by leveraging analytics from a number of data sources
- Leading and presenting projects to both internal and external customers around product placement, promotion, and pricing
- Ability to interpret data from multiple sources into concise action-oriented recommendations
- Use retailer specific, loyalty, and syndicated data to develop, prepare and present information and recommendations in support of category management and key retail sales initiatives (such as retailer performance, trends & opportunities, pricing effectiveness, promotion effectiveness, market share gap analysis)