



Example of Category Associate Job Description

Powered by www.VelvetJobs.com

Our company is looking to fill the role of category associate. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for category associate

- Deliver the Category Management workplan for assigned client(s), developing and managing key stakeholder relationships and working closely with the Category Management Consulting manager as appropriate
 - Become a subject matter expert and leader in all aspects of category management and supplier management process & methodology
 - Work closely with Client Leads to understand the needs of assigned client(s), identify solutions, present recommendations and develop the Category Management workplan*
 - Use Category Management tools to drive insightful recommendations for assigned client(s) and present those recommendations to the client
 - Conduct quality reviews of Category Management delivery and measure the value we add for assigned client(s)*
 - Build compelling Category Management case studies based on the value we've added for assigned client(s)
 - Support up-sell and on-sell for Category Management work within assigned client(s)
 - Support new business development for Category Management, particularly when in-between client projects or when workload at existing clients is lower
 - Manage Category Management innovation projects with assigned clients, gaining their sponsorship and funding wherever possible
 - Develop, negotiate and manage global contractual relationships including all appropriate supply agreements, statements of work and quality specifications, and quality service agreements
-

- 1 to 3 years of experience in a corporate setting required
- Organization skills, skills in database programs, team-player, strong communication skills, self-motivating
- Strong financial/statistical/data analysis, manufacturing processes, mathematical modeling, purchasing and technical experience
- Prior experience in Procurement, Supply Chain or a related Operational function preferred
- University Degree or College Diploma in Business Administration and/or relevant field
- Negotiation skills, management of strategic supplier relationships