Example of Category Sales Job Description

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Our company is growing rapidly and is hiring for a category sales. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for category sales

- Developing range, space and merchandising 'Looks of Success' for activation with tactical and transactional customers
- Ensuring that all range, space & merchandising proposals are created in line with competition law guidelines and customer confidentiality agreements
- Use numerous data reporting systems, including customer specific systems
- You will gain deep understanding of the A3 category product, business management and sales challenges and strategies
- You will actively contributes to the definition of the category business plan
- You will establish relationships and represents team with sales force and other partners at senior level
- You will have the functional responsibility for the team in one or several areas (market analysis, marketing engagement, SF communication)
- You will have the product line and quota responsibility for a significant share of the product range, or a specific customer segment
- Involvement in the preparation of financial analysis and management reports
- Participation in the long term and short term planning process

Qualifications for category sales

- Can analyse info to solve problems, and can use judgement to combine data, intuition and knowledge to make informed & timely business decisions
- Teamwork is essential in this role, as this person will work very closely with the account call lead and the cross functional team in the retailer's area, the retailer directly

- Proficient Excel and PowerPoint, solid knowledge of Syndicated POS and shopper panel data (IRI/Nielsen) platforms
- Experience of shaping, designing and delivering capability interventions and training
- Candidates need to be team players across finance, sales, insights and marketing functions who demonstrate significant ownership of deliverables and can work effectively with key stakeholders