



Example of Senior Category Manager Job Description

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Our company is growing rapidly and is looking for a senior 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 senior category manager

- Help develop and improve internal and cross-functional processes
- To be accountable for the development and implementation of customer business plans
- Execute plans for assigned accounts that are aligned with the business objectives & customer strategies
- To effective management and control of allocated trade funds and debtors
- Assist with the SKU portfolio changes and range reviews based on customer and marketing requests
- To ensure the correct allocation of stock (inventory) within customer in times of shortage or problems
- Maintaining effective internal and external relationships
- Effectively manage trade spend
- Ensure Proper financial controls are implemented and adhered to
- Deliver savings projects in line with Group Procurement objectives, taking responsibility for meeting the agreed individual savings target

Qualifications for senior category manager

- Minimum 8 years of x-functional experience (eg
- Demonstrable skills leveraging syndicated and account data sources
- Broad knowledge of the market forces shaping a customer's business context
- Understanding of G&A functional spend categories

