

# United Kingdom Jobs Expertini®

**Category Manager - FTC (maternity leave cover)**

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Company: PZ Cussons

Location: United Kingdom

Category: other-general

We are PZ Cussons. Our purpose is **For everyone, for life, for good.**

Sustainability and the wellbeing of people, families and communities everywhere are at the heart of everything that we do.

Since our founding in 1884, we have been creating products to delight, care for and nourish consumers. Across our core categories of Hygiene, Baby and Beauty, our trusted and well-loved brands include Carex, Cussons Baby, Sanctuary Spa and St. Tropez.

## **POSITION SNAPSHOT**

**Job title: Category Manager - FTC**

**Location: Manchester or London**

**Contract type: FTC (12 Months, maternity leave cover)**

## **WHO ARE WE**

Throughout our 135-year history, we have successfully adapted and evolved to the constantly changing consumer, market, and economic environments. Our diverse portfolio of brands can be found across four major categories: Personal Care, Beauty, Food & Nutrition, Home Care and Electricals.

Sustainability is at the heart of what we do because we know that to grow sustainably we must be a force for positive change. We work together with our employees, communities, investors and our supply chain to embed a programme of continuous improvement in our environmental and ethical standards.

You will recognise some of our renowned, market-leading household names within the

Hygiene, Baby and Beauty industry such as **Carex, Imperial Leather Original Source, Sanctuary Spa, St Tropez and Charles Worthington.**

If you want to join a business with really exciting growth plans, work flexibly but have the opportunity to collaborate in our stunning offices... and have every Friday afternoon off! Yes, we work half days on a Friday! Then this is the right opportunity for you!

**The Role:**

The Category Manager will develop insight focused recommendations that facilitate key retailer partnerships to enable out performance for both our brands and customers alike. It is a highly communicative role, with a strong sway towards verbal and written communications to all levels of the business, as well as customers. It is a great position for process development and developing strategic partnerships that enable PZ Cussons to deliver in-market execution ahead of our competitors delivering growth for our retailer partners.

**Accountabilities:**

In line with the category strategy & customer engagement process develop, maintain and enhance strategic customer partnerships

Deliver a full Category Management service to specified customers, ensuring category and shopper insights evolve into deliverable in-store executions

Work as part of the broader multi-functional Commercial team and be responsible for 'Product' and 'Place' enabling the growth of the category and PZC brands to achieve NSV targets alongside overall category growth for specified customers through achieving Picture of Success targets

Provide category/customer/shopper insights that enhance business understanding and deliver quantifiable benefits to both our brand and channel strategies

Work as part of the broader multi-functional brand team to ensure development, delivery and exceptional commercial success for our brands in the UK

Be part of the team conducting competitor and retailer analysis to continually improve performance

Play a role in the ongoing review and improvement of reporting structure

Appropriate influence in NPD process, ensuring all operational and on shelf impact

considerations are communicated as well as input into selling story

Demonstrate with colleagues, clients and suppliers habitual behaviour consistent with PZC BEST values

To comply with legal, regulatory and other standards as directed by line management

**Key Skills :**

Graduate calibre

At least 1 year category management experience

Track record of delivering results within a highly focused commercial environment working to tight deadlines

Strong presenting / selling / commercial skills

Experience of using and analysing external continuous data to deliver quality insights, such as IRI, Nielsen and Kantar Worldpanel

Experience of using Space Planning tools

Strong communicator (written & verbal) & influencing skills

Excellent excel and powerpoint skills

**Key Attributes :**

Demonstrates strong, cross functional, and team working skills

Displays high energy and enthusiasm to exceed expectations and to make it happen

Demonstrates flexibility with a positive and optimistic approach, when adjusting to change

Shows creativity and innovation when providing solutions

Feels comfortable when communicating with stakeholders at all levels

Functional competencies

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