

Category Manager Snacks & Sweets

Do you want to be part of an internationally oriented wholesaler where you can really make a difference?!

The Category Coffee & more is an important solution within Makro with products such as coffee, tea, chocolate, cake, candy and chips. Within this department you work closely with the other team members. You organize your own category from A-Z, from purchasing to roll-out on the shop floor. You get full responsibility for the Snacks & Sweets category.

Your responsibilities:

- You are responsible for creating and implementing a category plan within the framework of the solution plan. You discuss the proposal with the Head of Category Management for approval.
- Annually review of the full assortment and determine new introductions and / or remediations with the aim of optimizing the assortment.
- You are responsible for achieving the set revenue and margin objectives of the category and for adjusting if objectives are not achieved.
- You select suppliers for our products. From private labels to premium brands.
- You conduct annual negotiations with our suppliers, from international premium brands to local parties.

How do you do this?

- By operating as an entrepreneur, with an eye for detail and a strong commercial drive.
- By building a lasting relationship with the various stakeholders both inside and outside the Makro organization.
- Your creativity in combination with your analytical skills makes you the ideal candidate.

What are you bringing?

- A minimum of 2-3 years of experience in category management or in a relevant commercial position
- Of course you are good in negotiating to achieve an optimal result
- You can perform well under pressure
- You have affinity with the product groups
- And of course you want to win!

Working at Makro means:

Working at an International orientated organization where you can really make a difference. If you become our new Assortment Manager, you will receive a suitable employment conditions package from us. There is room for personal initiative and self-development. But perhaps even more important: you end up in an organization that offers plenty of opportunities.

About Makro:

Makro is part of the International wholesaler Metro Group, with more than 750 Cash & Carry stores in 26 countries. Makro has been a leading wholesaler in the Netherlands for more than 50 years. With 17 stores, our FSD and more than 3500 employees, Makro is the partner for entrepreneurs in the Netherlands. A complete food and non-food assortment is available for the business and at home.

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