

	POSITION DESCRIPTION
Job Title:	Convenience Retailing Beverages Category Manager
Employer:	SOL BRANDS INC.
Location:	Barbados
Reports to:	CR and Formats Manager
Subordinates:	None
Job Description:	<p>Main Purpose:</p> <ul style="list-style-type: none"> • The CR Beverages Category Manager will develop an in-depth knowledge of the product categories and have the ability to drive sales through product selection, pricing, merchandising, marketing and promotions. • The CR Beverages Category Manager must have a thorough understanding of the category management process including analysing and reporting on performance <p>Key Responsibilities:</p> <ul style="list-style-type: none"> • Develop strategic plans for categories, including category positioning, pricing and provide recommendations for advertising and in-store promotions, plan-o-grams, pricing, and service and inventory levels • Determine merchandise assortment strategy including planograms, placement, and pricing. • Complete regular category reviews in selected categories utilizing internal and vendor data. • Monitor all competitive and industry activities (including trends, opportunities etc.) regarding merchandising, marketing, assortment, pricing and promotions and use findings to support continuous improvement and innovation in the category. • Conduct regular market visits, including competitive store visits, to gain an understanding of competitor activity and trends. • Partner with local market organization to ensure flawless execution of all programs. • Modify category plans as needed to be responsive to customer needs. • Regularly reviews product mix independently, and with cooperation of suppliers, sales, and purchasing team, to ensure stores stock the necessary items required within the market. • Test and report on innovative/new products. • Establish and maintain strong and productive relationships with external vendor partners to deliver sales targets. • Negotiate, track and reconcile vendor rebates and allowances. • Know your numbers – understand, assess and present category sales and profitability results on a regular basis • Develop and deliver training in the area of category management to enhance the local markets capabilities
Job Candidate Requirements:	<ul style="list-style-type: none"> • Previous experience in a Category Management or Marketing experience from convenience, grocery or beverages environment is preferred

	<ul style="list-style-type: none"> • Strong leadership skills and presence; highly developed sense of accountability, passion and track record for delivering results • Self-driven with the ability to manage a heavy workload and priorities with strong time management and organizational skills; • Excellent communications skills both written and verbal, along with the ability to interact with various levels of the organization as well as vendors and suppliers; • Strong influencing and negotiation skills, with a demonstrated track record of success; • Experience in contract and vendor management. • Willingness to travel to store locations, and regional offices, and trade shows, as necessary. • Strong working knowledge of Microsoft Office.
Key Competencies	<ul style="list-style-type: none"> • Interpersonal skills – ability to work with others in a variety of situations. • Strong communication skills (verbal and written). • Demonstrated persuasion skills. • Results –focused. • Creativity. • Sound judgment and decision-making. • Strategic Planning – ability to comprehend and design a category strategy. • Negotiation Skills – ability to negotiate effectively with vendors and suppliers. • Business analysis skills. • Fully knowledgeable in the application of ongoing improvement concepts to ensure the Category Management process can be continually improved.
Application Procedures:	<p>Applications are to be submitted by completing the SOL Job Application Form available on the SOL website at solpetroleum.com and submitted via e-mail to careers@SOLpetroleum.com on or by April 15, 2019. Applicants must complete all of the requested information to be considered. Certified copies of relevant certificates will be requested for those applications under consideration. Only suitable applications will be acknowledged.</p>