



*Ontex is looking for a*

## **Group Shopper & Category Manager**

Ontex is a fast growing international company where people are the most valuable asset. We are looking for a Group Shopper & Category Manager , reporting directly to the Group Director Shopper & Category .

### ***Your role***

You will be responsible to drive the customer's and Ontex category growth (Volume, value, market share and profit). In this role you will establish Ontex as a preferred partner and contribute to reinforcing Ontex relationship cross-divisions, with key customers by developing transformational Shopper Insights and Category Management agendas. You will accelerate the implementation of Category Management in sales, cross-divisions, based on strong Shopper insights & in-depth category understanding.

- This role is covering all divisions, countries and channels for the specific category, in private label and branded.
- You will deal with multi-channel, multi-cultural/language as well as with a wide range of different ways of engaging with our customers and skillsets within the Ontex Sales teams
- The role will interact closely with internal key stakeholders: Country GM's & Heads of Sales, Trade Marketing & Product Management teams in Divisions, Commercial Leaders across the Group, Group Revenue Management, Sales Capability Management, Group Global Accounts, Group Product Management and local sales people.
- The role will also interact with people outside the company: key customers (marketing, buyer and insight teams), experts on the market and research agencies.
- Recommend minimum data sets and tools to perform market /customer diagnosis and run category assessment; identify GAPS per country
- Lead, design and execute studies and research to support strategic category platforms
- Translate data into insights, then into category and customer plans, selling stories, smartguides and best practices.
- Lead specific category management projects for selected / strategic customers in order to build tailor made and differentiated customer marketing plans.
- Build and lead the category strategies and Management with Divisions at Global Accounts.
- Spread category knowledge, create frameworks and insights to facilitate execution of Brands / Retail Brands platforms and initiatives
- Facilitate transfer of external data including customers ones. Oversee distribution of Panel, Shopper Insights and Customer data.

### **Your profile**

- Under graduate degree in Business Administration, Marketing, Commerce or similar
- Major FMCG company Sales experience in Key Account Management, Category Management & Shopper Insights 5-8 years with an advanced understanding of Category Management
- Previous role in international company, with a scope in several countries (Min 2years)
- Detailed understanding of trade / customer marketing and FMCG trade promotions
- Able to formulate Strategies from data and insights and marry these with the Customers Strategic direction
- Ability to organize, analyze and connect large quantities of data and convert these data to actionable insights
- Strong interpersonal & leadership skills including the ability to fix priorities, persuade and influence senior executives
- Advanced Customer negotiation skills
- Self-motivated and able to work with minimum direct manager supervision
- Strong problem solving & analytical skills – extract key messages from complex range of data
- Strong presentation and communication skills – presenting recommendations for a senior audience and operational teams; having the ability to approach things with a helicopter view and communicate in an elevator speech manner
- Ability to step beyond core analysis to understand the wider commercial framework (marketing objectives, account relationships, financial objectives, etc)
- Work-planning skills, to enable effective resource management across multiple geographies
- Accurate Budget Management
- Growth potential as Category Manager & Shopper Leader in a division
- Fluent in English
- Prepared to travel for up to 40% of your time
- Advanced usage of PowerPoint & Excel
- Knowledge of Electronic Space Management application and software is considered an asset

### **We offer you**

Working for Ontex means working in a unique environment where local and international talent truly work and win together; where people are encouraged to share their experiences and take real responsibilities. Of course, you will work under the best possible conditions, where experienced colleagues are ready to assist you.

As a leading multinational, Ontex will reward your performance according to your expertise and potential. If you have the drive, the talent and the individuality to push our Marketing department to a higher level, we know just the place to come and show it...

### **Interested?**

Please send your CV and motivation letter to [jobs.aalst@ontexglobal.com](mailto:jobs.aalst@ontexglobal.com) before 31/07/2016