



Division: Nedco West
Position: Category Manager
Location: Richmond, BC
Status: Fulltime

For 100 years, Nedco has been a cornerstone in the electrical industry. With branches across Canada, Nedco is pleased to offer one-stop shopping for a wide range of quality products such as communications, wire and cable, distribution, lighting, data, home integration and security.

Nedco is an equal opportunity employer. We offer

- Competitive compensation
- Benefits plan
- Excellent opportunities for growth and advancement

We are currently seeking a highly motivated **Category Manager** to join our National team based in **Richmond, BC**. You will be responsible for developing and implementing category strategies to improve the customer experience (internal and external) by working with suppliers, branches/sales teams, procurement and business leaders in each Nedco division across Canada.

You love a challenge and can complete complex projects quickly and adeptly with your understanding of the business priorities. You act with appropriate urgency to various market events and trends that require a quick turnaround in plans and strategy.

Responsibilities:

- Responsible for creation and execution of the strategy for respective categories aligned with the national strategy. Include managing local/regional suppliers, actively monitoring KPIs (i.e. annual sales and profitability objectives). Responsible for delivering on category objectives with primary (Tier 1) and secondary (Tier 2) suppliers, ensuring they understand business priorities and needs.
- Execute cost savings initiatives (negotiated savings). Responsible for assessing and managing category risks and opportunities for the division related to these negotiated initiatives.
- Identify and maintain continuous in-depth knowledge of identified commodities/products, new and future industry trends, and developing technologies where required for the respective categories (i.e. attend/participate in tradeshow and trade/industry associations events as required.)
- Conduct regular branch visits to understand challenges better and deploy an action plan towards a resolution to enable the branches to better manage their business.
- Implement and maintain frequent communication between sales, marketing, procurement, operations groups.
- Review, analyze, complete and submit stock package proposals respective to the product portfolio.
- Develop, plan, review, recommend and coordinate promotional and awareness campaigns with manufacturers (including new products, code change, and forecasts.)
- Conduct divisional supplier meetings and reviews.
- Develop and coordinate supplier training programs for Nedco staff.
- Provide category expertise to product specialists, sales representatives, branch personnel.
- Analyze sales and margins reports to identify variances year over year and trends within the category to identify areas of opportunity for improvement. Implement corrective plans where appropriate.
- Other category management responsibilities as required.

Other Qualifications:

- Deep knowledge of category, market trends and impacts to cost structures.
- 5+ years of experience in a similar category role in electrical / lighting /Datacom.
- University/College degree required in business or commerce.
- Strong relationship building and business acumen are required. Need to be able to establish credibility and influence with business stakeholders.

- Excellent interpersonal and communication (verbal and written) skills.
- Ability to deal effectively with ambiguity and resolve multi-party conflicts to get to the "right answer."
- Needs to understand the power dynamic within the spend category and create his/her own network for success (entrepreneurial spirit.)
- Experience leading high-level negotiations for products and services.
- Proven analytical and problem-solving skills are required as well as excellent attention to accuracy and detail.
- Must be able to create comprehensive project plans and execute with discipline.
- Ability to travel as needed with overnight stay.
- Proficiency in PowerPoint, Word and Excel.

How to Apply:

If this position is right for you, click here to apply: <https://www.fitzii.com/apply/56022?s=c31>

If you require any accommodation in the application process, please contact us with the "Need Help" button in Fitzii.

We thank all candidates for their interest. However, only those candidates selected for interviews will be contacted.