

# Trade Category Manager International

## Overview:

Are you an energetic and challenge-driven Category professional looking for your next exciting opportunity with an international scope? Our parent company Hero, is looking for a Trade Category Manager International, based at Organix in Bournemouth.

## About Hero

We are a business that puts parents & consumers at our heart. Sustainable and ethical practices are a key function of our business and as the interface with our customers and consumers, you will be expected to have a clear understanding of Hero sustainability policies, plans and practices and communicate these with stakeholders, as well as support in the delivery of initiatives.

At Hero we are proud of our spirit and values. We believe this is enhanced by creating a diverse and inclusive environment where people are empowered and can use their experience and knowledge to make a positive difference to our business.

Hero is an equal-opportunities employer. We do not discriminate on the basis of race, colour, ethnicity, religion, marital status, age, physical or mental disability, pregnancy, gender, sexual orientation, gender identity or expression, or any other protected characteristic. All decisions are based on merit, competence, performance and business needs.

## About the role:

This role, reporting into the Commercial Director Organix International, is designed to attract future talent into our team. We are looking for someone to play a key role in driving continued sustainable growth of our international business of Organix across the globe. You will be based in Bournemouth but also be part of team with colleagues from all around the world.

You will be focused on:

- Accelerating and maximizing sales & profitability for the baby food category internationally
- monitor and improve product portfolio & SKU performance
- drive profitable product mix together with our sales team
- analysing markets, competition, and assortment



- developing sell-in presentations, category and product training presentations for customers
- leading improvement projects and new product innovation
- monitor the E-com agenda for the assigned category/brand

#### Who we're looking for:

The Baby Food category is a truly fast-moving environment, with new parents and customers entering the market with a frequency unlike many others, so we need someone who is able to keep on top of customer demand and requirements with a keen eye for opportunities to optimise the logistics set-up with our customers and 3<sup>rd</sup> party providers. You need to be someone who relishes the challenges associated with this type of role, as well as being a collaborative team player and be part of an International Team. The right person will be able to work cross-functionally, work in an international team with different cultures, and have exceptional interpersonal skills as well as a “can do” mindset prepared to challenge the way things are done.

#### Must haves:

- We are looking for someone with ideally 12-24 months successful work record with category and product portfolio development within FMCG – including shelf-life management.
- Strong customer focus with the ability to work with multiple stakeholders
- Excellent problem-solving skills
- Good analytical skills with a strong eye for detail
- Pro-actively propose ideas on how to improve ways of working and become more efficient combined with improving the overall customer experience
- Ability to be a team player with strong interpersonal skills
- Effective communication skills - both written and verbal
- Self-starter with high level of integrity
- Get energized by having many balls in the air, while having strong ability to multitask

#### Other info:

We offer a great working environment with lots of benefits and this role will offer a competitive salary. If you think this sounds like a great opportunity we'd love to hear from you. Please send us your CV (including salary expectations) and a covering letter written in a style that you think is right for Organix. We'd also love to know what one key thing you would do if you got the job. If you have any questions or want to apply, please email us at [jobs@organix.com](mailto:jobs@organix.com)

Location: Bournemouth, Dorset. This is a hybrid-working role with some working from home and the successful candidate will be required to attend the office regularly. There may be occasional travel involved with this role.

Hours: Full time, 37.5 hours per week. Monday - Friday.

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**Hero**



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