

## Category Manager – Fresh Food (Fishery) Jobs in Dubai GMG

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Company: GMG

Location: , Dubai, United Arab Emirates

Category: other-general

### Category Manager – Fresh Food (Fishery) Jobs in Dubai GMG

#### Job Responsibilities:

Lead the category planning process, highlighting growth opportunities and identifying business targets through category, shopper and market analysis

Plan store promotions that feature popular products and ensure that all product lines are adequately stocked and available

Establish and implement a category sales plan that meets agreed sales, margin and profit targets

Negotiate best buying prices with suppliers and obtain maximum possible discounts while managing store purchases to optimize rebate

Set up the full logistic cycle from order placement till goods received at the store to ensure that stock levels are adequate and match the requirements / forecasted demand

Coordinate with the IT team to control the master database and update system price list, new item creation, product description, barcode creation, cost price, and data clearing

Design planograms and set display standards by creating guide books and coach section managers and store managers.

Review and analyze feedback from stores on suppliers, quality of products, price changes, promotions and plan actions in accordance to optimize sales growth

#### Requirements:

Bachelor's degree in Business Management/ Marketing or equivalent

#### Experience

8-10 years of total experience with at least 3-4 years of experience on similar position managing Fish & other Sea Food Category in FMCG Retail industry in UAE or GCC

Applicant must have excellent product knowledge

Should have good buying experience and supplier's network

#### Required professional skills

Confidence & Assertiveness

Negotiation and Convincing Skills

Budgeting & Sales Analysis

Business Development

Pricing strategy

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#### Cross References and Citations:

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