

United Arab Emirates Jobs Expertini®

Category Manager

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Company: Miral

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

Miral Experiences is the fastest growing theme park operator in the Middle East, and you will be directly involved in the product development for Warner Brothers World, Yas Island, SeaWorld Yas Island, Ferrari World Yas Island, Yas Water World and many more exciting parks in development. The Category manager is responsible for delivering engaging, compelling and world class retail product ranges across our leisure portfolio.

Job Scope

Reporting into a Senior Category Manager, the Category Manager is accountable for the end-to-end development and execution of an assigned product category.

Support the Senior Category Manager in the day-to-day running of the department.

Work to agreed budgets including open-to-buy, cost of goods, freight, and GP margins across each of the business units and deliver these against expectations.

Place orders based on the buying plan and critical path, ensuring merchandise is delivered as per the intake plan.

To monitor the inventory levels on a regular basis and to take proactive action for any supplier category / range / product based on stock intake and sales pattern.

Review and analyze stock / sales reports to understand the best/slow sellers within your category.

Continuously assess the quality and popularity of existing products and make

recommendations for changes or improvements as necessary.

Maintain the product hierarchy to ensure effective reporting and categorization of products.

Collaborate with other shared service functions to evaluate supplier options, prices, and quality.

Maintain trust relationships with suppliers to promote fair dealing. To understand the supplier relationship in the organization and the correct manner of addressing our suppliers. To assist suppliers with day-to-day queries including samples, timely delivery of goods, stock ready dates and expected delivery dates into the business.

Ensure products comply with UAE regulations through a robust test, audit, and compliance process.

Collaborate with relevant intellectual property (IP) holders and partners to align product offerings.

Ownership of the IP design, sample, production approval process via the online submission portals.

Ensure effective communication, collation and follow-up with internal and external stakeholders where required.

Perform other reasonable duties as requested by senior management.

To be considered for this role, you will need to have:

Essential:

Higher secondary or equivalent

Minimum of 5 years buying and product development experience.

Possess a fundamental understanding of retail theories and standards, product design and packaging, product sourcing and delivery, contract negotiation, product inventory control, product display, and product pricing and sales.

Proficiency in writing, speaking, and understanding the English language.

Ability to monitor and identify problems proactively. Understanding of how best to utilize all

resources available to solve problems quickly and effectively as they occur and with a strong sense of urgency.

Stays current on new retail trends, technologies, and processes emerging in the industry and proactively works to develop new products and services that will improve profits through increased operational efficiency and/or improved guest satisfaction.

Negotiation skills

Interpersonal skills

Leadership skills

Multitasking skills - Ability to work in a fast paced, fun, and busy environment managing multiple deadlines.

Knowledge of department budgeting, P&L, and open-to-buy development.

Knowledge and understanding of computer programs such as Microsoft Excel, Microsoft Office, POS systems, retail inventory control and finance software.

Adaptability, comfortable with change in a fast-paced environment.

Desirable:

Bachelor's Degree.

Retail and Buying experience within the leisure. theme park sector.

Proficiency in other languages a plus.

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