

# Join our team as a Nordic Category Manager at Matas Group

Are you ready to take on a pivotal role in one of the largest Beauty retailers in the Nordics? We're on the lookout for a talented Category Manager to drive our Beauty Category to success and help shape the future of our business.

At Matas Group, we're committed to delivering exceptional products and experiences to our customers. With web shops in Denmark, Sweden, Norway, and Finland, Matas Group operates under two distinct retail banners: Matas in Denmark and KICKS in Sweden, Norway, and Finland. Our extensive portfolio includes both external and in-house brands, all supported by a commitment to exceptional service and personalized expert guidance. With a reputation for excellence and innovation, we're continuously expanding our offerings and seeking new opportunities for growth. We're experiencing rapid growth and embarking on an exciting journey of expansion, largely fueled by digital initiatives – and you have now the opportunity to be a part of it!

## **Responsibilities:**

As our Category Manager, you'll be responsible for:

- Part of contributing to P&L for the specific category, incl. KPIs.
- Executing sub-category strategies and tactical plans, including price adjustments to maximize profitability.
- Negotiating overall frame for full year for campaigns (e.g., setting priorities).
- Leading Supplier negotiations for Category, renegotiations of supplier contracts, general agreements, supplier investments, price negotiations etc.
- Having decision mandate on SKU listing and delisting, with input on planograms to effectively manage the product lifecycle.
- Actively seeking and launching new brands within existing suppliers and exploring line extensions to drive category growth.
- Collaborating with the logistics teams to ensure smooth launches of new products and address supplier challenges effectively.
- Ensure strong collaboration internally to reach overall and mutual goals.

## **To excel in this role, you'll need:**

- Previous experience in category management or related roles within the retail industry.
- Strong financial acumen and experience managing P&L responsibilities.
- Exceptional negotiation skills and the ability to build and maintain strong supplier relationships.
- Analytical mindset with the ability to leverage data to make strategic decisions
- Excellent communication and collaboration skills, with the ability to work cross-functionally.
- A proactive and results-oriented approach, with a passion for driving continuous improvement.

## **Benefits:**

- A casual, upbeat, and transparent culture.
- A dynamic and collaborative work environment with a focus on innovation and excellence.
- Flexibility includes the option of two remote working days per week.
- Competitive salary and comprehensive benefits package.
- Opportunities for professional development and advancement within the organization.

If you're ready to take your career to the next level and make a significant impact in the world of Beauty in the Nordic market, we want to hear from you! Don't miss this unique opportunity to join our team as a Category Manager and help shape the future of our business. Apply now!