

Join Matas Group as our next Category Manager in Health — and help shape the future of Nordic retail

Are you ready to take a category to new heights in one of the largest and most forward-thinking Health & Beauty retailers in the Nordics? We're looking for a bold, curious, and commercially sharp Category Manager to drive growth across OTC, Medicare, and Food & Beverage — and to push the boundaries of how we work, using both data and AI as your competitive advantage.

At Matas Group, innovation isn't a buzzword — it's our direction. With strong retail banners across Denmark, Sweden, Norway, and Finland, and a rapidly growing digital presence, we're on an ambitious growth journey powered by great brands, great experiences, and increasingly, great tech. From market-leading webshops to a unique mix of external and in-house brands, we're building the next generation of Health & Beauty retail — and you can help shape it.

What you'll own and drive

As our Category Manager, you'll be in the driver's seat, trusted to influence and accelerate category performance. You will:

- Drive and contribute to the category P&L, including defining and delivering on KPIs.
- Lead supplier negotiations — from strategic agreements to investments and pricing.
- Own SKU listing and delisting, shaping the optimal assortment and influencing store planograms.
- Scout, validate, and launch new brands, segments, and line extensions that set us apart.
- Team up with logistics and supply chain to secure smooth, on-time product launches.
- Strengthen internal collaboration to hit shared goals across functions.
- Leverage AI tools (e.g., CoPilot, ChatGPT) to streamline workflows, speed up analysis, and challenge the status quo — always looking for smarter, faster, more innovative ways of working.

What you bring

You thrive in a fast-paced, commercially driven environment and are energized by both numbers and trends. To succeed, you will need:

- Experience within category management or a similar commercial function in retail.
- Strong financial acumen and comfort owning category performance.
- Excellent negotiation skills and the ability to nurture impactful supplier partnerships.
- A sharp, analytical mindset with solid data-driven decision-making.
- Strong communication and cross-functional collaboration abilities.
- A proactive, improvement-oriented mindset — you spot opportunities before others do.
- Experience using AI tools to optimize workflows, extract insights, or enhance decision-making — and a natural curiosity for how AI can improve retail category performance.

Why you'll love it here

- A casual, open, and energetic culture where ideas move fast.
- A dynamic environment that genuinely values innovation and experimentation.
- Flexibility, including 1–2 remote working days per week.
- Competitive salary and benefits package.
- Real opportunities for professional growth and internal mobility.

If you're ready to take your career to the next level and play a major role in shaping the future of Health in the Nordic retail landscape, we'd love to hear from you. Apply now and join us on this exciting journey.