

# Join Matas Group as our new Nordic Category Manager – Haircare (Parental Cover)

## *Help us elevate the future of Haircare in Nordic Retail*

Are you a commercially sharp Category Manager with a strong eye for trends, brands and growth opportunities?

At Matas Group, Haircare is one of our fastest-growing and most strategically important categories. We're now looking for a Category Manager who can help shape the future of Haircare across the Nordic markets. You'll join a passionate commercial team and work closely with colleagues across channels to drive growth, build strong brand partnerships and elevate the customer experience.

## **What you'll own and drive**

As Category Manager, you will be responsible for driving the commercial performance and future development of Haircare.

## **Responsibilities**

You will be responsible for:

- Driving and contributing to the category P&L, including defining and delivering on KPIs.
- Executing sub-category strategies and tactical plans, including price adjustments to maximise profitability.
- Negotiating annual campaign frameworks (e.g., setting priorities).
- Leading supplier negotiations, including renegotiations of contracts, general agreements, investments and pricing.
- Owning SKU listing and delisting decisions, and providing input to planograms to effectively manage the product lifecycle.
- Actively identifying and launching new brands within existing suppliers, and exploring line extensions to drive category growth.
- Partnering with logistics to secure smooth product launches and address supplier-related challenges.
- Ensuring strong cross-functional collaboration to reach shared commercial goals.

## **What you'll bring**

- Previous experience in category management or a related commercial role within retail.
- Strong financial acumen and experience managing P&L responsibilities.
- Excellent negotiation skills and the ability to build and maintain strong supplier relationships.
- An analytical mindset and the ability to leverage data to make strategic decisions.
- Strong communication and collaboration skills, with the ability to work effectively cross-functionally.
- A proactive, results-oriented approach and a passion for continuous improvement.
- Experience using AI tools to improve analysis, workflows or commercial decision-making.

## **Why you'll love it here**

At Matas Group, we exist ...**for beautiful lives — and that includes yours.**

We combine high ambition with strong collaboration. We challenge each other. We support each other. We win together.

You will join a company in transformation, where AI, omnichannel excellence and category leadership are at the core of our growth strategy.

## **We offer:**

- Flexible working hours and hybrid working options (Allerød, Købmagergade, Stockholm)
- A culture that values curiosity, ownership and bold thinking
- Strong opportunities for professional and personal development
- The opportunity to build one of the Nordics' most exciting Haircare platforms

If you're ready to help shape the future of Haircare and contribute to the next chapter at Matas Group, we'd love to hear from you.