

## **POSITION AVAILABLE**

# **Center of the Plate Category Manager**

This position is responsible for the market share growth, sales, and profitability performance of assigned product categories, vendors, and SKUs through analysis and collaboration with sales and marketing teams.



## **DUTIES & RESPONSIBILITIES**

- Influences sales decisions toward profitable items (Sysco brand, Sourced, etc.)
- Provides product intelligence to sales.
- Owns the product education and training plan for their categories.
- Assists at General Sales Meetings (GSMs) to support category growth aligned with the corporate and regional direction.
- Collaborates with marketing on regional category promotions.
- Works with the Sales team on customer-facing opportunities.
- Uses market intelligence to create relevant sales quotations.
- Decision maker for the local product assortment
- Rationalizes SKUs to optimize warehouse needs.
- Executes corporate strategies to drive PGM Growth
- Supports procurement in aged/overstock/deadstock.
- Resolves local vendor discrepancies and conflicts.
- Negotiates local program agreements.
- Facilitates local item and vendor setups and costing.
- Manages rake on Sysco muscle cuts (price, volume, and timing)
- Guides the regional freeze-down process and facilitates sell-through of the frozen inventory
- Complies with Sysco's Food Safety Policy and procedures to ensure food safety, quality, and legality requirements are met.
- Is willing to work safely with minimal environmental impact and understands the importance of immediately reporting all hazards, incidents, and environmental spills to their supervisor.
- Understand that they play an integral role in their own safety and that of their colleagues and are willing to speak out when hazards are present.
- Perform other duties as assigned.

## QUALIFICATIONS

### EXPERIENCE

- Minimum 1 year of merchandising/category management or marketing experience.
- Experience in retail or food service sales is an asset.
- 3-5 years experience in the protein category

### EDUCATION

- Post-secondary education in a related field is preferred; equivalent work experience will be considered.

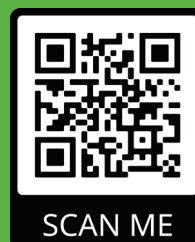
### KNOWLEDGE & SKILLSET

- Intermediate proficiency in Microsoft Office products including Teams, Word, Outlook, PowerPoint, Excel
- Ability to foster strong relationships with vendors and internal departments to drive sales, resolve issues, and create a competitive advantage.
- Strong negotiation, organizational, decision-making, and presentation skills.
- High degree of integrity and accountability; handles a significant amount of proprietary information and processes. Trust is essential.
- Ability to maintain stable performance under pressure or opposition, i.e. conflicts/ambiguity and during negotiations.
- Must have a solid understanding of products within their category regarding features and; benefits, advantages, category trends, and Vendors associated with their category.
- A valid driver's license in good standing with access to a vehicle is required.

Sysco is dedicated to our global corporate social responsibility goals and to creating a diverse and inclusive workplace.

Sysco values who you are, what you bring to the table, and where you hope to go with your career. We care about your work and your life. Work for Sysco and be at the heart of food and service.

### APPLY ONLINE:



1. Scan the QR Code or
2. Email: [hr@bahamafood.com](mailto:hr@bahamafood.com)