



Please submit your resume to: [careers@mortonfoodservice.com](mailto:careers@mortonfoodservice.com)

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**TITLE**

Category Manager

**REPORTS TO**

Director of Merchandising

**TYPE**

Salaried Full-time

**LOCATION**

Remote temporarily due to COVID  
(Hybrid Windsor or Woodstock long term)

**POSITION DESCRIPTION**

This position is a key player in developing our Product categories as well as plays an important role in helping to maintain a standard of excellence in the areas of revenue management, product procurement, inventory management and customer service.

**ROLES & RESPONSIBILITIES**

- Decision maker for product offerings and status through category analysis, sourcing and rationalization
- Negotiates program agreements
- Vendor item contribution and deal management
- Sales growth and support
- Product specialist in assigned categories
- Vendor relations
- Influences Sales decisions toward profitable items
- Lead in Sales Meetings to support category growth
- Supports Procurement in inventory management
- Revenue management – Logistics, pricing, buy ins
- Support Sales through Customer visits as required
- Perform other duties as assigned.

**QUALIFICATIONS/SKILLS/JOB REQUIREMENTS**

- Minimum 2 years of Merchandising/Category Management or Foodservice Sales experience
- Post-secondary education in related field preferred, equivalent work experience will be considered
- Experience with Centre of the Plate categories would be considered an asset
- Intermediate proficiency in Microsoft Office
- Highly organized with strong attention to detail and accuracy
- Passionate and enthusiastic about supporting our Sales Team
- Able to demonstrate strong written and verbal communication skills
- Self-starter and highly motivated to make proactive recommendations
- Strong customer service orientation
- Strong negotiation, organizational and decision making skills
- Flexibility to travel with occasional overnight stays
- Ability to attend and conduct presentations

**Closing Date:** *Wednesday, April 6<sup>th</sup>, 2022*