



CATEGORY MERCHANT

POSITION SUMMARY

The primary function of this position is the responsibility for development, implementation and management of assigned product categories. This will include working with the Sales & Distribution group, Marketing and Vendors in the creation of comprehensive programs with the characteristics required for a leadership position in each market served. This will be accomplished by establishing category expertise, gathering information, conducting line reviews and finalizing the assortment, negotiating the national program with selected vendors, working with the Marketing and Sales teams to coordinate implementation, monitoring the introduction and promotion of assigned product categories, and managing inventory levels and personnel with the Purchasing Group. This will also require providing the support and information required for pricing, SKU integrity and regional invoice pricing. Success will be measured by a combination of turns, rebate margin, sales growth, and the ability to meet customer expectations.

ESSENTIAL FUNCTIONS

- Develop and manage vendor relationships for the programs developed for assigned product categories to support the Company's Direct & 2-Step Distribution business model, in collaboration with representatives from Marketing and the Distribution Centers
- Negotiate programs with suppliers that optimize sales and profitability to support the programs developed. This includes, but is not limited to, meeting the needs of customer's, product and promotional support, managing total/net COGS and internal KPIs, and market share growth
- Foster and manage the communication between the Company's sales organizations and the supplier communities, both nationally and locally
- Monitor and coordinate course corrections, as needed. This includes, but is not limited to, reacting quickly to the trends and key market opportunities that develop in collaboration with representatives from Marketing and the Distribution Centers
- Develop & implement replenishment objectives and strategies to support the Company's 2-Step distribution business model
- Utilize marketing from supplier to change the way a sales call works and develop monitoring with the Merchandising Merchant to ensure proper use and connections of suppliers, sales, and customers for an enhanced approach

QUALIFICATIONS

- Bachelor's degree, preferably in Business Management or Marketing
- PMI Certification preferred
- Experience in the building material industry preferred
- Good negotiating and strategic category management skills
- The ability to work in a team environment, preferable with an ability to lead a team developing and implementing specific goals
- An understanding for and the ability to manage ROI and other KPIs responsibly
- Knowledge and the ability to work with MS Office - Excel, Word, Power Point
- Experience in Cognos, NxTrend or similar procurement or ERP systems

REQUIREMENTS

- Must be able to travel as needed (25%)
- Ability to pass drug test and background verifications
- Must have a valid Driver's License