



## Category Manager - 12 to 16-Month Term (Winnipeg, MB)

---

For over 50 years, Westward Parts Services Ltd. has been Canada's leading distributor of Agriculture & Industrial Parts, Acreage & Estate Equipment and Sprayer Parts. We are the exclusive MacDon Performance Parts supplier for Canada. We also market thousands of quality replacement parts and accessories for combines, tractors, balers, cultivators, sprayers and more.

### **PURPOSE and SCOPE:**

Category Managers are responsible for driving success in their Product Lines by achieving sales targets, managing inventory levels, facilitating product sales training, participating in sales and marketing initiatives.

### **RESPONSIBILITIES:**

- Engage Suppliers in our business by promoting opportunities with Westward Parts
- Forecast market trends to identify changes in industry
- Maintain electronic database detailing the total cost of acquisition for products and participate in the generation of their on-going pricing structure
- Prepare reports for management and participate in operations strategy and risk management discussions
- Effectively negotiate pricing and terms of conditions with suppliers
- Manage and monitor inventory levels across all warehouse locations to meet internal and external demand of product to minimize out of stock situations
- Work closely with carriers and explore any intercompany cost saving opportunities
- Establishes shipment schedules, monitors Purchase Order status and progress
- Proactively coordinate and monitor the flow of delivery of products, following established business processes and standardized tools to ensure efficiency. Including tracking freight quotes and recording incoming freight/logistics costs
- Support Marketing Department with up-to-date information and product content
- Contribute to the goals of the department by creating a positive work environment that includes respect for others, open communication and a commitment to teamwork. Participate in team meetings and contribute recommendations for improving workflow or creating efficiencies within the team
- Other responsibilities as delegated by Purchasing Manager

### **QUALIFICATIONS:**

#### **Academic/Educational Requirements:**

- Degree or Diploma in Business Administration

#### **Required Skills/Experience:**

- High degree of technical aptitude and business acumen
- Professional designation such as CPIM considered an asset
- Relevant experience in a manufacturing or agriculture business environment
- Related work experience in a supply chain-purchasing environment or product management
- Demonstrated negotiation experience and strong negotiations skills sets (communication, assertiveness, results-oriented, persuasive)
- Must be organized with excellent time management skills
- Ability to organize and analyze large amounts of data
- Must be able to travel to different locations and attend to work issues where and when they occur
- JD Edwards experience is considered an asset
- Good understanding of Quality, Inventory and Logistics

*Interested applicants can submit their resume and cover letter through our website at [Category Manager - 12 to 16-Month Term \(Westward Parts\) | MacDon](#) or by email at [employment@macdon.com](mailto:employment@macdon.com)*