

Application Link: <https://jobs.compassgroupcareers.com/Canada/job/Mississauga-Sr-Category-Development-Manager-ON/868803500/>



You might not know our name, but you know where we are. That's because Compass Group Canada is part of a global foodservice and support services company that's the 6th largest employer in the world, with 625,000 employees.

You'll find us in schools, colleges, hospitals, office buildings, senior living communities, tourist attractions, sports venues, remote camps and military installations and more. We're in all major cities, at remote work sites and everywhere in between – doing business in Canada and 50+ other countries where you can learn and grow. Join us now and point your career forward!

Imagine working in a place that offers great resources to help you achieve your greatest potential. At **Foodbuy**, our solutions strengthen supplier relationships, customize offerings, and lower purchasing and production costs. In turn, we can give our passionate employees ongoing opportunities to grow. Join us.

**Why work with Foodbuy?** We are a member of Compass Group Canada, the leading foodservice and support Services Company. We extend our value-driven purchasing service model to external clients who benefit from our negotiated contracts with manufacturers that support food and beverage and facility management suppliers.

Job Summary

Now, if you were to come on board as one of our **Category Development Managers**, we'd ask you to do the following for us:

- Participate in overall purchasing business plan and own the strategic development of category plans within your area of responsibility and ensure efficient management of other functions, delivering overall business objectives and enhance business performance.
- Remain current on industry trends that could lead to development of new strategic initiatives in providing sustainable growth, sales, and profitability.
- Participate in strategic sourcing efforts within category as requested/required, exhibit shared leadership focus in support of the 7-Step Process, suggest on-going continuous improvements, ensure teams work in strong collaboration; encourage cross-functional synergies in driving maximum value to the organization.
- Provide both day-to-day and long-term project management of assigned category activities/initiatives for Foodbuy.
- Identify product and category growth opportunities and create plans to support execution for strategic and major category assignments.
- Communicate with procurement and distribution to ensure a robust understanding of the marketplace, issues and opportunities so they can continuously update the clients.

- Implement supplier and product rationalization program.
- Use formal analysis tools such as cost models and portfolio analysis to manage categories and suppliers.
- Lead and conduct quarterly business performance reviews with representatives from key business stakeholders and suppliers.
- Conduct tactical negotiations with suppliers.
- Lead project management and implementation of new suppliers' programs.
- Special projects or other duties as assigned.

Think you have what it takes to be our **Category Development Manager**? We're committed to hiring the best talent for the role. Here's how we'll know you are the best fit:

- Minimum 5 years of experience in purchasing and supply chain management in a fast-paced environment meeting tight deadlines efficiently.
- Post-secondary education diploma/degree in purchasing or related studies.
- Excellent strategic planning skills and strong analytical abilities.
- Proven negotiation and interpersonal skills complimented with excellent written and verbal communication skills.
- Computer proficiency, including MS Office (Word, Excel, Power Point etc.) and database management.