



Position Overview
Category Manager

The Company: Advantage Sales and Marketing, LLC (ASM) is one of North America's leading sales and marketing agencies specializing in outsourced sales, merchandising, category management and marketing services to manufacturers, suppliers and producers of food products and consumer packaged goods. ASM services a variety of trade channels including grocery, mass merchandise, specialty, convenience, drug, dollar, club, hardware, consumer electronics and home centers. We bridge the gap between manufacturers and retailers, providing consumers access to the best products available in the marketplace today.

Job Purpose

The Category Manager is responsible for providing the integration of syndicated information into graphical presentations and/or category management business reviews across functions within the assigned marketing area.

Job Responsibilities

1. Data Collection and Proficiency in Applicable Software Application Tools
2. Data Analysis, Interpretation, and Application
3. Clear, Concise, Creative, and Persuasive Presentation Development
4. Presentation Delivery: maintain good eye contact, use clear and concise speech, project a professional appearance, and field questions appropriately
5. Project Management: able to prioritize tasks and meet deadlines

This role may be dedicated to one Client or may be responsible for category management at the division level with multiple Clients. This person may supervise category analysts.

Contact Information: Are you passionate about Service Excellence, Results, Integrity, Entrepreneurial Focus and Leadership? These are our values at ASM. Come learn why "Winning Together" is more than just words on a piece of paper. It is the vision by which we live our mission as an organization: *"To create outstanding value for clients and customers through superior sales execution, operational excellence and innovative marketing services."*

For immediate and confidential consideration please contact:

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Principals only please

Advantage Sales and Marketing, LLC is an Equal Opportunity Employer and values workplace diversity.