

[Compass Group Canada](#) is the leading food service and support services company in Canada with over 23,000 associates and \$1.4 billion in revenues.

Our vision for growth and success is a powerful one, to combine fresh ideas with the industry's greatest talent - **Great People, Great Service, Great Results!** Because we 'live' our values, Compass Group Canada was named to the 2011 [Top 100 Employers list](#) in Canada for the third consecutive year.

Position: Category Development Manager

Location: Mississauga, Ontario

Overview:

Responsible and accountable for the development of category strategy, execution of category business plans, and the delivery of category purchasing income for the defined category or set of core categories for Compass & foodbuy Canada customers. Responsible for the establishment of multiple year category strategic direction for respective area of accountability. Must gain an expert understanding of the complexities and unique growth opportunities in each unique business channel and provide added value solutions to multiple channels within the GPO.

Strategic Categories & Major Categories with a Complex Route to Market as well owns the entire category portfolio as assigned.

Duties:

- Participate in overall Purchasing Business plan and owns the strategic development of category plans within your area of responsibility and ensures efficient management of other functions, delivering overall business objectives and enhances business performance.
- Remains current on industry trends that could lead to development of new strategic initiatives in providing sustainable growth, sales, and profitability.
- Work with sector marketing groups in developing effective sales driven & forward thinking promotional plans inclusive of a merchandising competent, a specific channel focus and vendor participation support
- 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 Strategic & Major Category assignments; Identifies product and category growth opportunities and creates plans to support execution with Sectors and Committed Customers.
- Regularly communicates with procurement and distribution to ensure a robust understanding of the marketplace, issues & opportunities so they can continuously update the clients.

Qualifications **(please only apply if you meet all required qualifications.)**

- Education Required – Bachelors Degree or equivalent industry experience
- Years of relevant Work Experience – 2+
- Certificates/Licenses – PMAC would be an asset
- Preferred Qualifications - 2+ years's proven management experience in Procurement and Supply Chain Management with a track record of solid management behaviour and results.

To apply click, <http://bit.ly/zZwNee>

For other great opportunities with Compass Canada, visit careers.compass-canada.com.

Thank you for your interest in a career with The Compass Group!

Look for us on Facebook and LinkedIn! Follow us on <http://twitter.com/CompassCANJobs>

Only those selected for an interview will be contacted. We will consider your resume for additional opportunities.

Compass Group Canada is committed to fostering a diverse and representative workforce and an inclusive work environment where all employees are treated fairly.