

Industrial category manager

Ficodis is a dynamic group of industrial supply distributors that has joined Descours & Cabaud, the French leader in Europe and North America.

This growth and its presence in Quebec, Ontario and, more recently, in the northeastern United States, allow it to count more of 600 employees, annual sales of CAD \$250 million and 36 companies. In addition to the deployment of its M&A strategy, the Ficodis Group successfully achieves synergies that allow it to support and finance its development.



Mission

Develop the turnover and profitability of one or more product lines. It defines the assortments, improves their visibility, and coordinates their implementation in the various business units of the group.

Analyze the positioning of a range of products in line with the sales and marketing strategy: contribution to turnover, sales volume, brand image, and own brand opportunities in our categories.

Implementation of promotions and marketing activities to improve our market share.

Analyze the market for new potential ranges by product family and know the competition

Analyze category performance across all our business units.

Define the product offer and ensure its implementation in the business units: organize the suggest assortment, and the staging of products with marketing.

Manage an annual budget of purchases and rebates for a family of products and/or suppliers.

Negotiate and re-sign suppliers for profit maximization.

Skills

Relational skills / Interpersonal skills

Anticipation and adaptation

Ability to analyze and understand trends

Project management

Able to see the big picture

Ability to negotiate

Qualification

College or University diploma

Experience in the industrial world in purchasing, sales, or operations

Very good knowledge of the Microsoft office suite in particular Excel

Experience in negotiation with suppliers and internal stakeholders

Benefits

- Group insurance
- Car allowance
- RRSP
- Telework
- Training