

VÉA Sourcing search
Retail Transition Buyers & Category Managers
France

Reference 560
December 6th of 2022



Dear all,

We're looking for Transition Buyers and Transition Category Managers for one of our French Clients, in the Mass Retailing sector.

This Interim Management position is open to Freelance Consultants.



Our Client needs several profiles of Transition Buyers and Transition Category Managers, there are multiple positions open:

1. Food Transition Buyers
2. Food Category Managers

 CLIENT

Our Client is key player in Retail / Mass Distribution, with a strong presence in France.

 LOCATION

France, Essonne Department, close to Paris (ideally, our candidate is based in Île-de-France, but, ALL applications will be closely reviewed).
1 to 2 days in home-office, per week, the rest on site.

 SCOPE

Our Client wishes to reinforce his Project Team with:

Retail Buyers, in order to:

- Identify Customers preferences and forecast consumer trends
- Evaluate Suppliers options according to prices, quality etc. and determine the best choices
- Discover and purchase new products and check the quality and popularity of those already on our shelves
- Negotiate terms of agreements to achieve the best deal for our Company
- Ensure the timely delivery of products and compliance with the contracts of purchase
- Monitor stock levels and make plans for buying within budget
- Create reports on sales, budgets and customer satisfaction and adjust your strategies accordingly
- Forge and maintain trust relationships with suppliers to promote fair dealing
- Attend events, fairs and exhibitions to remain up-to-date with the market's trends

Category Managers, in order to:

- Analyze data or insights to determine industry and consumer trends
- Devise long-term development strategies for product categories
- Develop exit strategies for unsuccessful products
- Foster trust relationships with vendors to achieve better pricing and quality of services
- Place appropriate orders to ensure product availability that meets consumer demands
- Determine the positioning of a product category to maximize visibility
- Liaise with marketing teams to determine competitive pricing and promotional activities of a product category
- Collaborate with buyers and merchandisers to expand product categories
- Make forecasts for product demand to ensure the sustainability of inventory
- Assume responsibility of budget development and revenue for category



TECHNICAL PROFILE

- ⇒ BSc/BA in Business Administration, Marketing or related field
- ⇒ 5 to 15 years of experience in a similar position

Highly operational profiles are needed, capable of conducting negotiations with Suppliers (for Buyer profiles) with experience in Mass Retailing, Retail or FMCG.

Buyers Requirements and Skills:

- Proven experience as a Mass Retailing / Retail Buyer or relevant role
- Outstanding communication abilities
- Excellent organizational skills
- Demonstrable aptitude in effective negotiating
- Up to speed with Purchasing best practices
- Familiarity with market research, data analysis and forecasting techniques
- Excellent knowledge of MS Office; working knowledge of purchasing software is an advantage

Category Managers requirements and skills:

- Proven experience as Category Manager or similar role
- Solid knowledge of Category Management, Marketing and Sales principles
- Understanding of data analysis and forecasting methods
- Proficient in MS Office
- An analytical mind with a strategic ability
- Excellent communication and people skills



REMUNERATION

800 € per day, all inclusive.
Expenses partially reimbursed.



PROBABILITY

Absolutely certain.

LANGUAGES

Fluent / native in French is mandatory.

START / END

January of 2023 for 3 to 6 renewable months.

WORKLOAD

Full time (or four fifths) from 60 to 125 renewable days.

Interested? Thanks to forward us a **COVER LETTER** with your **RESUME (in FRENCH)**, respecting the [TEMPLATE 1 application format, from our website](#), mentioning the **560** reference and specifying which position(s) you're applying to.

Please send a unique file to application@veasourcing.com, along with the results of [Your Self-assessment](#).

Only complete applications, strictly answering to the expected criteria, will be addressed.

If no answer was given to you after a period of 10 days, please consider your application as not selected.

If this role isn't right for you, don't forget to forward it to your own network - it may be perfect for someone else!



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Note-taking:

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