Senior Category Buyer

Can you drive categories by combining sharp negotiation skills, market insight and the right go to market strategy by setting the right assortment and campaigns?

As Senior Category Buyer, you will take ownership of category and assortment strategy, supplier negotiations and optimal buying processes for several categories, e.g. Seasonal products; BBQs, lawn mowers and related other products. You will secure competitive commercial terms, build an assortment that meets market demand, set the right prices in the market, and make sure availability is aligned with the demand —all while protecting margins and building long-term supplier relationships.

Working closely with the Head of Category and commercial & sales colleagues, you will have the ownership of the categories, with the independence to make decisions within a clear mandate and the opportunity to plan execute the commercial strategy both online and in Retail.

The difference you will make

Success in this role is about making every category & season count—from preparing the assortment and securing supplier agreements to keeping products available during peak and managing stock as the season draws to a close. Your decisions will support stronger margins, relevant products and sales organisations that build and growth on the decisions.

You will be successful when you:

- **Set the right category strategy to ensure winning in the market.**
  Your ability to develop the categories and set up the right assortment and campaign strategies will ensure continuously growth. your product knowledge and data driven market insight will support your decision making.
- **Secure strong supplier agreements.**
  Your negotiations deliver competitive pricing, commercial terms and promotional agreements for the categories, with clear commitments that support availability when demand peaks.
- **Keep seasonal stock aligned with demand.**
  Forecasts, campaign plans and seasonal demand translate into timely orders and active stock decisions. You anticipate peak demand, identify risks early and balance availability during the season with stock exposure as it comes to an end. And your proactivity will ensure on top of the categories and the right decisions in peak periods.
- **Turn margin opportunities into action.**
  Your analysis of cost prices, margins and supplier performance leads to clear recommendations and agreed actions, which you follow through on throughout the season. Your stakeholder management stills will support you winning in your categories among all our different sales channels.
- **Help colleagues build stronger buying practices.**
  Buyers and Category Coordinators can apply what you share about negotiation preparation, commercial trade-offs and buying cycles to build consistent practices in their own work.

Your day-to-day with us

In practice, you will balance category strategy, supplier relationships, pricing and campaigns in all our markets, and buying cycles across seasonal categories. You will prepare ranges and orders ahead of the season, coordinate with our sales departments around campaigns and monitor demand and stock as the season develops. Together with the Head of Category, you will turn analysis and assortment recommendations into category strategy, buying decisions, growth plans agreed budgets and your mandate. As

peak demand passes, your proactive approach will ensure best executing of pricing, assortment and availability throughout the seasons. You will also prepare for and take part in supplier visits and trade fairs with clear commercial priorities.

Bring your experience. Build on your strengths.

There is more than one path into this role. You may have built your experience in category management, buying, procurement, retail or a commercial role. What matters most is how you have used that experience, the difference you have made and what you would like to build on next—not a particular degree or a set number of years.

Maybe you can recognise yourself in the following:

- You have experience in supplier negotiations and know how to improve pricing or terms while building relationships that last.
- You have worked with category ownership, assortment strategy and setting.
- You know how important forecasting and stock management for seasonal products, preparing for peak demand and managing stock as the season winds down is.
- You are comfortable using cost-price and margin data to make practical buying decisions.
- You can balance competing priorities and make independent decisions, while knowing when to draw on the people around you.
- You communicate clearly in Danish and professional English with colleagues and suppliers. Knowledge of BBQs, lawn mowers or related seasonal outdoor products is a plus, but it is not essential.

What is in it for you?

- The opportunity to drive further growth within different categories and see the impact of your decisions on category strategy, campaign planning, margins and your negation skills.
- An international workplace with a flat structure, trust and short decision-making processes.
- Room to deepen your expertise in negotiation, seasonal assortment planning and stock management alongside experienced colleagues.
- The chance to shape buying practices and mentor colleagues in a senior specialist role without people-management responsibility.
- Health insurance, a lunch scheme, gym facilities, Friday breakfast and social events.

Ready to make your next season count?

If this sounds like an opportunity for you, we would love to hear from you.

To apply, simply answer the three questions in the application process and upload your CV. There is no need for a traditional cover letter. We hold interviews on an ongoing basis.

If you have any questions about the role, please contact Line Jensen, Head of Category SDA & Home, by email at lje@whiteawaygroup.com. For GDPR compliance, we only accept applications through our recruitment system.