



## Category Manager

(Bangalore)

As the Category Manager, you will have complete responsibility for driving top line (sales) and bottom line (revenue & gross contribution) goals for his categories. You will have a team of category associates reporting into.

### Key Responsibilities:

- Planning and Performance
- Deliver on sales plan, gross margin plan, inventory refills and overall P&L.
- Research and identify potential market trends, monitor competitor activity and make recommendations for potential promotional opportunities
- To monitor sales figures and analyze how on line activity can be improved to increase revenue.
- Generate and implement new sales and marketing initiatives to increase sales and profitability Operations
- Manage the user experience of the website including navigation, content, creative and promotional campaigns
- To manage relationship with Brands to ensure Products list based on season. Working closely to ensure market leadership.
- Managing brand partners to ensure they deliver a demonstrable ROI.
- Meet commercial objectives of sales targets and conversion rates

### People leadership:

- Build, coach, develop and motivate the team to meet and exceed performance expectations
- Set goals, define KPIs and ensure team tracks effectively towards goals

### Desired background

- Educational background – should be from premier institutes, Engineering +MBA
- 5 to 7 relevant years of work experience, in Sales/Merchandising with a leading Fashion Retailer or Ecommerce company.
- Knowledge of Retail, consumer goods industry, online industry
- Flair for Numbers / Analysis / Setting up processes
- A team player with effective communication skills
- Interest in the fashion space

### Our Promise to you:

- We will value self-awareness, intellectual honesty, judgment, empathy and positive energy over years of experience
- We are willing to roll up our sleeves and get our hands dirty
- We have no industry baggage and we are willing to try out innovative ideas
- We are always excited to hear from you