

EMMA JOHNSON

Category Manager

✉ support@qwikresume.com ☎ (123) 456 7899 📍 Los Angeles 🌐 www.qwikresume.com

PROFESSIONAL SUMMARY

Results-driven Category Manager with over 10 years of experience in strategic sourcing and category development. Proven ability to enhance profitability through data-driven insights, supplier negotiations, and cross-functional collaboration.

WORK EXPERIENCE

Category Manager I

Blue Sky Innovations

📅 Dec / 2018-Ongoing

📍 Chicago, IL

1. Supervised contract representatives to ensure compliance and execution of agreements supporting operational efficiency.
2. Managed corporate materials and services, optimizing procurement processes for cost savings.
3. Collaborated with senior executives on strategic planning and market forecasting to align category goals.
4. Led a travel management team, establishing policies and measuring supplier performance to enhance service delivery.
5. Created project teams focused on waste management, achieving over \$1 million in cost savings within six months.
6. Coordinated corporate preparedness and recovery plans as Global Procurement Hurricane Coordinator.
7. Implemented strategic initiatives that enhanced company viability during economic downturns.

Category Manager

Silver Lake Enterprises

📅 Dec / 2014-Dec / 2018

📍 Seattle, WA

1. Served as Target Category Captain for key product lines, driving \$63 million in annual sales.
2. Conducted comprehensive sales and category analysis to uncover profit opportunities.
3. Provided actionable insights to Target, enhancing category performance and competitiveness.
4. Collaborated with buyers to establish strategic direction and optimize product assortments.
5. Managed planogram revisions, ensuring effective space utilization and assortment planning.
6. Led market research initiatives to redefine category strategies and align with consumer trends.
7. Boosted category sales per foot by 20%, contributing to an overall 8% increase in company sales.

EDUCATION

Master of Business Administration

University of Chicago

📅 Dec / 2011-Dec / 2014

📍 Seattle, WA

Focused on strategic management and supply chain optimization.

SKILLS

Strategic Sourcing

Category Strategy

Market Analysis

Supplier Negotiation

ACHIEVEMENTS

- ★ Achieved a 15% reduction in procurement costs through strategic supplier negotiations.
- ★ Increased category market share by 25% through targeted marketing initiatives.
- ★ Developed and implemented a new category strategy that improved sales by 30% year-over-year.