

## Category & Merchandising Manager

Nittany Oil Company has a full-time Category and Merchandising Manager position available. A degree in Business Management or equivalent work experience is preferred. Accounting, financial budgeting, or merchandising experience is a plus. Strong leadership, communication, and negotiating skills are required. A wide degree of creativity and latitude is expected as well as knowledge and understanding of company needs and goals.

We are looking for a high energy, motivated person with great customer service skills to provide service to our Nittany MinitMart Stores. The ideal candidate is a self-starter, has a strong attention to detail and should be able to execute merchandising strategies to ensure products are displayed in a manner that will drive sales and maximize inventory turns to improve tobacco, grocery, and food service category profits through info metrics, planograms, pricing and category analysis.

### Essential Functions:

- Manage all categories to meet or exceed budgeted increases each year
- Align area objectives with the strategic goals of the department
- Accountability of revenue, units, gross margin dollars and gross margin percentage for all categories
- Manage vendor service levels and relationships
- Develop and execute sales and promotional strategies
- Negotiate supplier contracts, costing and placement/promotional fees
- Analyze sales trends and forecast sales
- Manage new product authorizations and product deletions, including evaluating additional private label SKUS and develop product planograms
- Evaluate new product display fixtures to maximize incremental sales opportunities
- Manage product distributions including seasonal items and new products

Competitive wages and excellent benefits including hospitalization, 401K, paid holidays, vacation and a company car are provided. Nittany Oil Company is a drug free workplace and EOE.

Apply online at [www.nittanyenergy.com/jobs](http://www.nittanyenergy.com/jobs) or send your resume to [dianed@nittanyoil.com](mailto:dianed@nittanyoil.com)