



## CATEGORY MANAGEMENT

Warner Home Video UK, a division of Warner Bros. Entertainment UK Limited is one of the leading UK distributors of home entertainment on DVD and VHS. We have one of the largest film libraries of any studio, offering top quality new and vintage film titles to suit all consumer tastes. Recent new film releases include *Batman Begins*, *Troy*, *Oceans Twelve* and *Harry Potter and the Prisoner of Azkaban*.

Warner Home Video has pioneered the introduction of Category Management into the UK DVD/Video home entertainment market. Our success is our ability to forge partnerships with our retail customers based on analysis of market & customer performance coupled with market & consumer research. These analytics allow us to develop the strategy and tactics that will drive growth within the home entertainment category.

As Category Planning Manager you will provide the key leadership and analytics required to drive incremental market-wide sales of home entertainment product. Working closely with our key retail customers and the WHV management team, you will be responsible for providing strategic insight into current and future economic and category trends along with customer and shopper dynamics. You will nurture our existing customer relationships and drive the development of new partnerships.

As Category Planning Supervisor you work closely with key retail customers and your Category Planners to turn the strategic insight into category proposals. You will undertake regular reviews with our customer and support the planners in their day to day activities.

For both these roles you will need to have had a successful background in Category Management supported by excellent people management, presentation and analytical skills. Strategic vision and a real passion for our business is also essential.

We are also looking for Category Planners to join our team:

As a Category Planner you will be responsible for providing detailed analysis and recommendations to our customers in line with their business planning process. In this analytical yet customer facing role you will be proficient in Excel and systems savvy.

If you feel you have the skills, experience and passion for the entertainment industry, please forward your CV with current remuneration details to Dominic Warner:

[dwgrocer@handle.co.uk](mailto:dwgrocer@handle.co.uk)

# handle

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