

ROLE PROFILE

Role Title	Lead Manager – POS
Business Unit / Group Function	ODC BU
BU Team / Sub-Function	Commercial / Commercial Planning
Location	NYO
Team Leader Role	Director – Shopper Marketing & Category Development
Role Level	4A
Team Members	Yes
Role Purpose	
<p>Oversee the entire US POS procurement process, from ideation through fulfilment. Lead the agency team responsible for delivering the POS components of Shopper Marketing, Consumer Marketing and Commercial strategies, serving as a liaison between those partners and internal stakeholders. Lead change management efforts across the US organization to support new POS procurement and planning processes, in partnership with local Brand & Commercial teams and our internal Global partners.</p>	
Accountabilities	
<ul style="list-style-type: none"> • POS Development: Coordinate the production and procurement of all POS items for the WG&S US portfolio. • Process Ownership: Lead the POS planning and delivery process, ensuring alignment with the overall brand planning cycle and identifying, coordinating and communicating process improvements, to drive efficiencies and reduce friction. • Vendor Management: Lead and maintain productive relationships with a full set of procurement partners. Lead all POS meetings, setting agendas, driving alignment and ensuring productive outcomes. • RFQ and Vendor Selection: Lead the bid process for all POS items, identifying vendors who can meet quality and sustainability standards while maintaining competitive pricing pressure. • POS Buy Book and Portals: Deliver quarterly and ad hoc POS buy books, and manage the platforms through which WGS teams order and track POS for local use. • Creative Ideation: Participate in cross-functional ideation and development in support of WG&S US trade marketing strategies. • Subject Matter Expertise: Leverage category, channel and competitive insights to advise Brand and Commercial partners on POS needs and execution, and to share best practices and uncover synergies with Global POS partners. • Warehousing and Logistics Management: Manage the relationship with WG&S US' warehouse and logistics partners, optimizing inventory management and freight and logistics practices. • Budget & Timeline Management: Lead regular audits of POS ordering trends and associated spends, to ensure compliance, efficient spends and adequate inventory. • People Management: This position has one direct report, and is responsible for setting Key Performance Indicators and directing/guiding towards achievement of those KPIs. 	