

## **Job Title: Category Manager**

**Department/Team:** Operations

**Reporting to:** Operations Director

**Location:** Hybrid – Remote with required visits to Millom, Bidford-on-Avon, and occasional travel to Crieff. Travel to suppliers and customer sites as needed.

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### **About Tornado**

For over 50 years, Tornado has led the way in quality fencing across the agricultural, equestrian, forestry, and infrastructure sectors. Born from a fencing contracting business, we bring a unique understanding of fencing performance. Our commitment to quality, teamwork, integrity, and innovation continues to drive our evolution and dedication to sustainable practices.

### **Our Core Values**

- **Quality:** Excellence in our products and processes.
  - **Teamwork:** Supporting our distribution partners and providing expert advice to fencers.
  - **Fairness & Integrity:** Upholding strong, fair relationships with customers and suppliers.
  - **Innovation & Development:** Continuously pioneering new solutions for enhanced performance.
  - **Safety, Health & Environment:** Commitment to safe practices and reducing environmental impact.
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### **Role Overview**

As the Category Manager, you will play a key role in shaping the future of Tornado's product portfolio and procurement processes. With accountability for a £3m turnover of factored products and a goal to grow this to £3.5m over two years, you'll lead initiatives to develop new and existing product lines. This role is ideal for an experienced person, who is ready to make an impact across our operations and procurement strategy.

### **Key Responsibilities**

- Manage procurement of bought-in goods to meet stock turn and availability targets.
- Develop growth plans to increase turnover of factored products to £3.5m within two years.

- Build and maintain efficient supply chains to ensure consistent quality.
  - Conduct product rationalization while identifying value-adding opportunities to expand the product range.
  - Support with new product development, particularly in developing and improving supply chains.
  - Oversee re-ordering processes through the quality and procurement administrator.
  - Maintain stock control of factored products, balancing sales maximization with optimal cash commitment.
  - Assist in procuring £20m raw materials annually to support manufacturing.
  - Support and develop a procurement administrator.
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### **About You**

- Proven experience in Category Management, Procurement, or Buying.
  - Customer-focused, with the ability to recognise and meet customer needs.
  - Experienced in both digital and traditional channels.
  - Strong negotiation and supplier relationship management skills.
  - Effective leadership and team motivational skills.
  - High proficiency in data analysis and fact-based decision-making.
  - Excellent stakeholder engagement and interpersonal skills.
  - Able to work collaboratively with senior leadership.
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### **Benefits and Perks**

- Opportunity to influence Tornado's growth in non-manufactured products.
- Strategic and operational role encompassing procurement and new product development.
- Competitive base salary of £45,000, with a company bonus scheme.
- Monday to Friday, core hours 8.30 am to 5 pm.

- Company car provided – valid driving license required.
- Pension scheme with life insurance coverage (2x salary).
- 23 days annual leave plus bank holidays.

Tornado Wire is committed to promoting equal opportunity and diversity as well as providing an environment free from discrimination, bullying, harassment or victimisation where all employees are treated with respect and dignity.

**Interested...?**

Please send your CV to [steve.allard@tornadowire.com](mailto:steve.allard@tornadowire.com) along with your contact details. We look forward to hearing from you.