**Global Category Manager – Foodservice**

Categories include Kitchen Equipment, Foodservice Disposables and Reusables

**Location**: Stevenage, UK  
**Reporting to**: Global Supply Management Category Director for Foodservice  
**Travel**: Up to 10-20%

**Context**

Sodexo Supply Management has embarked on an ambitious program, “Europe Together,” to drive value and cost-effectiveness across Europe through procurement excellence.

This role offers a unique opportunity to join the Foodservice global team and play a pivotal role in building and shaping the Foodservice strategy from the ground up. The category management process has gone through a recent update, providing the ideal environment for a hands-on leader who can set standards, develop best practices, and foster a collaborative procurement culture.

**Role Purpose**

The Global Foodservice Category Manager will primarily lead the Global Category Strategy, and European Sourcing Strategy with an agile and broad procurement perspective, partnering closely with regional buyers, operational teams, and business leaders. This role will cover categories including Kitchen Equipment, Foodservice Disposables and Reusables as well as a role in developing Responsible Sourcing strategies for the relevant categories, new supply management process developing and implementation, working with eSourcing and eMarket platforms, global market intelligence updates and information sharing.

This role will benefit from a candidate who, while experienced in supply management and foodservice or packaging, also brings strategic insight from broader category management and procurement activities.

Success in this role will require influencing skills and strong stakeholder engagement across multiple regions and functions.

**Key Responsibilities**

* **Category Strategy Development**: Design and implement integrated foodservice category strategies to enhance cost-effectiveness and supplier performance.
* **Cross-functional Collaboration**: Partner with stakeholders from foodservice, including business segments, foodservice platform teams, marketing and global brands, as well as regional procurement teams to ensure alignment of procurement strategies with broader business goals.
* **Supplier Market Insights**: Research market trends, monitor supplier performance, and apply best practices to identify value-creation opportunities within the Foodservice categories.
* **Supplier Relationship Management**: Establish and maintain strategic partnerships with foodservice global suppliers and other key partners across Europe, promoting high standards in service delivery and cost efficiency.
* **Contract & Compliance Oversight**: Lead European contracting processes with Legal Counsel, setting clear SLAs, ensuring compliance, and negotiating terms aligned with best procurement practices.
* **Data-Driven Decision Making**: Address data access and systems limitations to optimize decision-making, using data insights to guide strategies and achieve cost savings.
* **Process Optimization**: Leverage continuous improvement practices to enhance procurement processes, streamline cross-regional collaboration, and develop innovative approaches to category management.
* **Market Research:** Attend events, exhibitions, work with innovation teams, marketing and global brand teams to present innovative and sustainable disposable, reusable and kitchen equipment solutions to the business acting as a gatekeeper and innovator to drive market leadership.

**Unique Challenges of the Role**

This role is suited for candidates who excel in navigating complex, decentralized environments and who are motivated by challenges like:

* **Data & Technology Gaps**: Innovating with limited system integration and data fragmentation to enable strategic procurement decisions.
* **Organizational Complexity**: Developing unified European and Global strategies in a diverse, locally oriented culture.
* **Value Creation**: Transforming traditional processes through innovation, supporting both the staffing category and additional procurement areas as needs arise.

**Key Skills and Qualifications**

* **Education**: Bachelor’s degree in Business, Procurement, Supply Chain, or related field; MCIPS or equivalent procurement qualification is advantageous.
* **Experience**: 8-10 years in procurement with experience across multiple categories; a foundational background in Foodservice or packaging procurement is preferred.
* **Strategic and Operational Balance**: Skilled in both high-level strategy development and operational implementation, with the flexibility to adapt across categories.
* **Relationship Building & Influence**: Excellent interpersonal skills, adept at engaging and influencing stakeholders across various levels and cultures.
* **Analytical Skills**: Strong financial analysis, problem-solving abilities, and capability to manage complex procurement challenges.
* **Continuous Improvement Orientation**: Committed to enhancing procurement processes and pursuing innovative category management approaches.
* **Languages**: Fluent in English; proficiency in French or other languages can be an advantage.

**Why Join Us**

At Sodexo Group, we offer an opportunity to make an impact within a complex, multinational environment. This role is ideal for a professional ready to leverage both their staffing category knowledge and broad procurement experience to drive sustainable value and contribute to Sodexo’s vision for procurement excellence across Europe.

**Application**

If you’re a strategic, adaptable procurement professional with experience across multiple categories and a foundation in staffing solutions, we encourage you to apply and help shape Sodexo’s procurement future.