

Category Manager

You see patterns where others see numbers. You think strategically and thrive when turning data and insights into action.

We are looking for a Category Manager with a strong commercial mindset and a passion for developing product categories, supplier partnerships, and business performance. In this role, you will be responsible for our Cables & Connectivity category, using market intelligence, data, and cross-functional collaboration to strengthen business decisions, supplier relationships, and future product direction.

Does this sound like you?

- You naturally connect the dots and take a holistic approach to decision-making.
- You use data and insights to identify opportunities and support your recommendations.
- You are relationship-oriented and enjoy collaborating across functions and with external partners.
- You are resilient, energetic, and comfortable in an environment where change is constant.
- You take ownership and focus on solutions that create value both today and tomorrow.
- You balance operational priorities with long-term strategic objectives.
- You maintain a positive mindset and a strong can-do attitude, even when priorities shift and pressure increases.

About the Role

As Category Manager, you will be responsible for developing and executing strategic category management across designated electrical, mechanical and connectivity portfolios.

Success in the role requires balancing day-to-day business needs with long-term category development. While operational challenges and urgent business demands may occasionally require immediate attention, you maintain focus on strategic initiatives and ensure continued progress toward long-term objectives.

You will:

- Analyse market developments, technology trends, and supplier landscapes, using your insights to support business decisions.
- Use Power BI and other analytical tools to identify cost drivers, optimise the supplier portfolio, and increase transparency.
- Develop strong strategic relationships with suppliers and gain a deep understanding of their business capabilities and roadmaps.
- Collaborate closely with Product Development, Operations, Quality, and Sales to support product decisions and future category development.
- Translate customer, supplier, and market insights into valuable input for Product Development.
- Drive contract negotiations and identify risks, opportunities, and cost-saving initiatives throughout the supply chain.
- Support product launches, portfolio optimization, and business growth initiatives.
- Travel internationally on a periodic basis to strengthen supplier relationships, conduct site audits, and support strategic sourcing initiatives.

We Imagine That You Bring

- A relevant degree within Engineering, Supply Chain Management, Business,

Economics, Analytics, or a related discipline.

- At least 3-5 years of experience within Strategic Sourcing, Category Management, Product Management, or a similar commercial role.
- A strong analytical mindset and experience working with Excel, Power BI, or comparable analytical tools.
- The ability to communicate clearly and create alignment across multiple stakeholders.
- Experience working with ERP systems, such as SAP.
- Professional proficiency in English, both written and spoken.

Success in the Role

Success in this role is defined by your ability to strengthen the category's commercial performance while supporting the company's long-term growth ambitions. You are able to balance operational business demands with strategic development initiatives and ensure that category priorities continue to move forward even when immediate challenges arise. Through strong collaboration with Product Development, suppliers, and internal stakeholders, you help shape a product portfolio that supports customer needs, business objectives, and future market opportunities. At the same time, you build credibility and productive relationships across the organisation by addressing differing viewpoints with professionalism, respect, and a clear focus on achieving the best outcome for the business.

What We Offer

- A strategically important role with a strong connection to the company's future direction.
- The opportunity to influence category strategies, supplier relationships, and business decisions.
- Close collaboration with Product Development and other key functions across the organisation.
- A cross-functional environment with engaged colleagues and short decision-making paths.
- Strong opportunities for professional and personal development.
- Market level compensation, benefits and employment terms.

Ready to set direction together with us?

Then submit your application and CV through the application link as soon as possible. We review applications on an ongoing basis.

For further information about the position, please contact Jack Hansen, Head of Procurement & Supply Chain, on +45 31 23 41 75.

For questions regarding the recruitment process, please contact Flemming Klovborg on +45 43 14 42 02.

We look forward to hearing from you.

About BITZER Electronics

At BITZER Electronics, we are always looking for talented employees who can contribute to developing the energy-efficient control solutions of the future. Solutions that make a difference in the green transition and can ensure that we reach the global climate goals by 2030.

For more than five decades, our skilled and dedicated employees have designed, developed, and produced electronic control solutions dedicated to various applications within heating, ventilation, and refrigeration.

We are part of the BITZER Group, which has more than 4500 employees globally, and is one of the world's leading manufacturers of refrigeration compressors.

Despite our global presence, local engagement is an important part of our DNA. We work closely with various educational institutions, commit ourselves to hiring newly graduated and find room and space for employees with different profiles and needs.

Our corporate culture is based on strong values such as professionalism and inclusiveness. We focus on work-life balance and have a flat organizational structure with a short path to the top. We are incredibly proud that we over the years have been rated as one of Denmark's best workplaces, something we strive to live up to every day. You will be part of an open, inclusive, and innovative work environment that embraces diversity, unity, and the individual employee.