



POOJA JOSHI

Category Manager

assortment strategy, supplier negotiation, pricing analysis

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FICTIONAL SAMPLE - all employers, qualifications and outcomes are illustrative and unverified.

EXECUTIVE SUMMARY

Category Manager with an illustrative 13-year career in customer-facing commercial operations and asset presentation. Combines assortment strategy, supplier negotiation, pricing analysis with disciplined documentation, practical coordination and clear communication. The sample career progresses from focused execution to independent workstream ownership, with responsibilities and boundaries described for each appointment.

Selected work includes category assortment reset, promotion review framework and supplier range planning. These examples explain the original problem, individual contribution, deliverables, review approach and remaining limitations rather than relying on unsupported headline claims.

Prepared for experienced category manager opportunities requiring dependable delivery, thoughtful professional judgement and collaboration. The qualification narrative includes MBA in Retail Strategy. Every named organisation and outcome in this record is fictional; professional eligibility is not independently established.

AT A GLANCE

13 years ILLUSTRATIVE CAREER	4 CAREER APPOINTMENTS	3 WORK EXAMPLES	2 EDUCATION RECORDS
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CORE COMPETENCIES

- assortment strategy / supplier negotiation
- pricing analysis / category metrics
- forecasting / range planning
- promotions / stakeholder coordination

PROFESSIONAL MISSION

Turn a clear brief into dependable customer-facing commercial operations and asset presentation work: understand the context, apply assortment strategy and supplier negotiation, record the evidence and explain the limitations before handover.

Career family: Retail, E-Commerce & Property Services | Snapshot: 2026-09-22

PROFESSIONAL EXPERIENCE / RECENT

Category Manager

Meridian Retail and Property (fictional)

Jul 2022 - Present | Bengaluru, India

Independent ownership of scoped category manager work, coordinating contributors and making review requirements explicit. Includes the first two selected work examples.

- Analysed segments and documented assortment options.
- Built comparable cohorts and margin assumptions.
- Led brief clarification and prioritised work using assortment strategy, supplier negotiation and pricing analysis. Raised unresolved constraints before committing to the next stage.
- Coordinated peer reviews and handover preparation; used a customer or category brief to distinguish completed work, assumptions and follow-up needs.
- Supported colleagues with practical examples of category metrics and maintained a concise learning record after important assignments.

Illustrative career responsibilities. Employer confirmation and underlying work records are not supplied.

Category Lead

Northline Retail and Property (fictional)

Jul 2018 - Jun 2022 | Bengaluru, India

Owned defined assignments and supported cross-functional coordination. Developed deeper practice in pricing analysis and category metrics.

- Coordinated milestones and risk reviews.
- Translated incoming requirements into a sequenced plan and aligned responsibilities with the project or service owner.
- Applied forecasting and range planning to resolve delivery questions while maintaining source and decision notes.
- Introduced reusable working documents and reviewed exceptions with the responsible specialist rather than silently changing scope.
- Prepared a sales or service review so the next team could understand the work and remaining questions.

Illustrative career responsibilities. Employer confirmation and underlying work records are not supplied.

PROFESSIONAL WORKING PRINCIPLES

- Clarify customer needs and approved product or service information.
- Maintain accurate records and coordinate promises with fulfilment or specialist owners.
- Use transparent descriptions and document commercial or operational exceptions.

PROFESSIONAL EXPERIENCE / EARLIER

Category Executive

Cedarbridge Retail and Property (fictional)

Jul 2015 - Jun 2018 | Bengaluru, India

Progressed from supported tasks to independently managed assignments, with review available for unfamiliar or higher-risk decisions.

- Handled recurring work involving assortment strategy and supplier negotiation using a documented preparation and review process.
- Supported promotion review framework by organising inputs, maintaining issue notes and incorporating reviewer feedback.
- Coordinated colleagues and internal stakeholders using concise status updates, clear questions and agreed next steps.
- Improved record consistency through promotions and documented handover expectations.

Illustrative career responsibilities. Employer confirmation and underlying work records are not supplied.

Category Analyst

Cedarbridge Retail and Property (fictional)

Jul 2013 - Jun 2015 | Bengaluru, India

Built practical foundations through supervised assignments, routine documentation and feedback from experienced colleagues.

- Assisted with assortment strategy and pricing analysis within an agreed scope and escalated unfamiliar work.
- Prepared inputs and checked completeness before passing work to the responsible reviewer.
- Maintained task records and learned to communicate assumptions, constraints and observed problems clearly.
- Applied review feedback to subsequent assignments and developed a dependable working routine.

Illustrative career responsibilities. Employer confirmation and underlying work records are not supplied.

SELECTED CONTRIBUTIONS

Category assortment reset. Analysed segments and documented assortment options. The achievement is the described workstream contribution; independent outcome evidence is not supplied.

Promotion review framework. Built comparable cohorts and margin assumptions. The achievement is the described workstream contribution; independent outcome evidence is not supplied.

Supplier range planning. Coordinated milestones and risk reviews. The achievement is the described workstream contribution; independent outcome evidence is not supplied.

SELECTED WORK / 01

Category assortment reset

P1 | Jan 2023 - Jun 2023 | FICTIONAL WORK EXAMPLE

Context. Fictional internal work programme in customer-facing commercial operations and asset presentation; not a real client case study.

Problem. Range choices did not reflect customer missions.

Objective. Create a workable response to this issue through assortment strategy, explicit review criteria and practical documentation. Agree the boundaries before execution and retain unresolved points for follow-up.

Contribution and ownership. Category Manager; owned the stated workstream, not the full organisation or every collaborator contribution.

- Analysed segments and documented assortment options.
- Prepared the scope with the commissioning team, identified unresolved inputs and used assortment strategy to turn the brief into a sequenced work package.
- Applied supplier negotiation and pricing analysis while coordinating reviews with the designated owner. Kept decision notes so collaborators could separate facts, assumptions and changes.
- Assembled the handover material, explained open limitations and agreed which items needed further review rather than presenting them as completed.

Methods. assortment strategy / supplier negotiation / pricing analysis / category metrics

Deliverables. Category assortment reset - scoped brief; Category assortment reset - reviewed working package; Category assortment reset - handover and learning summary

Review. Reviewed the scoped output against the agreed brief, recorded exceptions and checked that key conclusions could be traced to observations. The review package calls for a customer or category brief and a named human reviewer.

Illustrative outcome: the team adopted a repeatable approach for category assortment reset, with clearer ownership and reviewable records. This is a fictional qualitative result; no real performance measurement or external acceptance evidence is supplied.

Suggested evidence (not supplied): customer or category brief; operating and information-quality checklist; sales or service review.

SPECIALIST PRACTICE

Commercial representations

The sample focuses on assortment strategy, supplier negotiation, pricing analysis. Approvals, supervision and specialist input are identified in each work package; work outside this scope is referred to the designated responsible person.

Peer learning and practical guidance. Created short examples on assortment strategy and category metrics for colleagues. Separated personal preferences from agreed team procedures and recorded useful questions.

Review and handover discipline. Facilitated practical reviews of promotion review framework, ensuring that unresolved issues retained a named owner rather than disappearing from final presentations.

Prices, listings and results are fictional. No property ownership, agency authorisation or verified customer review is represented.

SELECTED WORK / 02 AND 03

Promotion review framework

P2 | Jan 2024 - Jun 2024 | Meridian Retail and Property (fictional)

Problem. Teams compared campaigns without timing context.

Objective. Create a workable response to this issue through supplier negotiation, explicit review criteria and practical documentation. Agree the boundaries before execution and retain unresolved points for follow-up.

Ownership. Category Manager; owned the stated workstream, not the full organisation or every collaborator contribution.

- Built comparable cohorts and margin assumptions.
- Prepared the scope with the commissioning team, identified unresolved inputs and used pricing analysis to turn the brief into a sequenced work package.
- Applied category metrics and forecasting while coordinating reviews with the designated owner. Kept decision notes so collaborators could separate facts, assumptions and changes.
- Assembled the handover material, explained open limitations and agreed which items needed further review rather than presenting them as completed.

Methods. supplier negotiation / pricing analysis / category metrics / forecasting

Delivered. Promotion review framework - scoped brief; Promotion review framework - reviewed working package; Promotion review framework - handover and learning summary

Illustrative outcome: the team adopted a repeatable approach for promotion review framework, with clearer ownership and reviewable records. This is a fictional qualitative result; no real performance measurement or external acceptance evidence is supplied.

Suggested evidence (not supplied): customer or category brief; operating and information-quality checklist; sales or service review.

Supplier range planning

P3 | Jan 2019 - Jun 2019 | Northline Retail and Property (fictional)

Problem. Launch timing and inventory commitments were misaligned.

Objective. Create a workable response to this issue through pricing analysis, explicit review criteria and practical documentation. Agree the boundaries before execution and retain unresolved points for follow-up.

Ownership. Category Manager; owned the stated workstream, not the full organisation or every collaborator contribution.

- Coordinated milestones and risk reviews.
- Prepared the scope with the commissioning team, identified unresolved inputs and used forecasting to turn the brief into a sequenced work package.
- Applied range planning and promotions while coordinating reviews with the designated owner. Kept decision notes so collaborators could separate facts, assumptions and changes.
- Assembled the handover material, explained open limitations and agreed which items needed further review rather than presenting them as completed.

Methods. pricing analysis / category metrics / forecasting / range planning

Delivered. Supplier range planning - scoped brief; Supplier range planning - reviewed working package; Supplier range planning - handover and learning summary

Illustrative outcome: the team adopted a repeatable approach for supplier range planning, with clearer ownership and reviewable records. This is a fictional qualitative result; no real performance measurement or external acceptance evidence is supplied.

Suggested evidence (not supplied): customer or category brief; operating and information-quality checklist; sales or service review.

EDUCATION AND SPECIALIST LEARNING

MBA in Retail Strategy

Asterbridge Institute of Professional Studies (fictional institution)
Jul 2011 - May 2013 | completed - fictional record
Focus: assortment strategy, supplier negotiation, category metrics. Specialist study on category assortment reset; an illustrative learning project, not a published result.

BBA in Marketing

Cedarhaven College of Applied Studies (fictional institution)
Jul 2008 - May 2011 | completed - fictional record
Focus: pricing analysis, forecasting, range planning. Applied coursework in assortment strategy, documentation and reviewed practical assignments.

CONTINUING PROFESSIONAL DEVELOPMENT

Customer discovery workshop (2023). Assortment strategy and category metrics in the context of category manager work. Used reflective exercises and a bounded practice example related to category assortment reset.
Commercial data quality practicum (2024). Supplier negotiation and forecasting in the context of category manager work. Used reflective exercises and a bounded practice example related to promotion review framework.
Service coordination seminar (2025). Pricing analysis and range planning in the context of category manager work. Used reflective exercises and a bounded practice example related to supplier range planning.

Provider for these illustrative learning records: Meridian Professional Learning Studio (fictional). Not a licence or certification.

LANGUAGES AND WORKING PREFERENCES

English and Hindi - professional working proficiency in this fictional record.
Work arrangement: onsite or hybrid by role requirements. Relocation: open to discussion - sample preference.
Availability: not confirmed; discuss before an interview.

CREDENTIAL AND EVIDENCE STATUS

Prices, listings and results are fictional. No property ownership, agency authorisation or verified customer review is represented.
Synthetic qualification and institution names illustrate profile fields only; they are not a validated qualification route or recognised accreditation claim.
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