

# Product Manager- Consumables, Accessories and Spares

DEPARTMENT: SALES

## ABOUT THE ROLE:

Home to the UK's no 1 selling vacuum cleaner, at Numatic we have a strong and proud heritage. But it's not just about Henry, we are investing heavily into a new generation of product development and are looking for a talented Product Manager to help us shape our future as we continue our exciting growth journey. At the heart of the business is our consumables, accessories and spares business. We are proud that we can service all products for at least 10 years after launch. This role will shape the future of this critical part of our business offering an opportunity to make your mark in improving how we deliver these vital products to our loyal customers.

The role involves very high levels of cross functional work and therefore requires strong collaboration, negotiation and influencing skills.

This is an exciting and rewarding role within a growing forward looking team where you will have the opportunity to use your skills and influence to make a real impact across the business.

## RESPONSIBILITIES:

- Leading the creation of a CAS future strategy to maximize efficiencies, and profitability, shaping range architecture, product lifecycle and product propositions, to generate a clear after sales proposition.
- Analytical reporting and recommendations of the category performance to facilitate influencing positive changes/ steering segments back on track or to new improved levels of performance.
- Engaging key stakeholders including at senior level in every step of the launch process to form the foundation for USP's that differentiate our products and provide clear and compelling rights to win.
- Manage the range structure – number of products, and ensure a focus not just on main NPD but also for existing and legacy products.
- Working with commercial teams to create clear channel and distribution aligned with sales, procurement and program management allowing for the creation of clear KPI's to monitor and manage the achievement of the product roadmap.
- Translating your passion for your range of products to various retailers and customers through presentations.
- Work closely with the Head of Product Management and PM team to ensure full alignment with strategic goals for area of specialism.
- Daily cross functional working cycle across the full spectrum of the business across all departments and levels to influence and guide the development of the category.
- Build professional relationships with customers to maintain Numatic International's reputation and ensure continued business.
- Influence external stakeholders to provide solutions for Numatic International that better fit our product development strategy and goals.
- Demonstrate role model behavior with regards to colleague engagement, ensuring personal visibility and accessibility.

## ABOUT YOU:

- A passion for product and a drive to make a difference is a must.
- Robust knowledge and experience in Product Management.
- Previous experience in consumer durables would be an advantage.
- Substantial commercial and analytical acumen.
- Experience in translating market and business needs into robust strategies building revenues.
- Experience of working with stakeholders to define product and customer needs to derive product optimisation and development.
- Experience of developing and leading on a detailed business plan.
- Experience in market and competitor analysis.
- Experience in product positioning and product lifecycle evaluation.

**SALARY: £40,000 - £60,000 p.a DOE**

**How to apply: Please send your CV and Covering Letter to [jobs@numatic.co.uk](mailto:jobs@numatic.co.uk)**