

Product Manager

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 the Product Manager will translate consumer & customer insight, market intelligence and expert product knowledge into leading category strategies and initiatives to grow sales, market share and build brand equity.

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 3-5 year product and category vision generating strategies, shaping range architecture, product lifecycle and product propositions, to generate a clear and outstanding roadmap.
- Analytical reporting and recommendations of the category performance to facilitate influencing positive changes/ steering the category 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 platforms, colour variants and ensure a focus not just on the main platform but also the opportunity of compatible consumable 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.
- Supporting the marketing team to ensure a 360 degree marketing strategy that draws upon the full marketing mix across PR, Digital, Ecommerce, Marcomms, Trade and Product Marketing.
- 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 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.

Closing Date: 06/05

SALARY: £40,000 - £60,000 p.a DOE

How to apply: Please send your CV and Covering Letter to jobs@numatic.co.uk