



No Steve – **JUST JOBS**

Global Product Manager Automation (m/f/d)

Our client is a global leader in environmentally friendly **packaging solutions** in the border triangle, close to Aachen.

Your Responsibilities:

- Define and deliver a 3-5 roadmap for the automation product line
- Deliver the financial ambition for the product line
- Identifying value creation opportunities and translating them into new portfolio growth
- Close work collaboration with sales EMEA, North America, Asia Pacific, product managers, R&D and engineering
- Monitoring performance, top- and bottom line, on a monthly basis for improvement actions
- Achieving annual sales and profitability targets budgeted for your product line
- Monitoring the performance KPIs from trial and sales conversion to ensure the performance of the portfolio
- You manage the entire product lifecycle
- Conducting continuous product line portfolio reviews to replace existing products with new product solutions
- Phase out products at the end of their life cycle and define product life cycle extensions
- Ensure that all key product – market combinations are covered for the product line with a clear product positioning
- As a commercial leader of new product development projects, you participate and drive the development, launch and roll out product offerings
- Collect customer feedback and translate it for the further development
- Join the product development team and support engineers with new product prototypes

Your Qualification:

- Master's degree in Engineering or similar qualification
- +5 years of product management experience in a B2B environment
- Self-driven, energetic and persistent
- Get things done and driven by commercial opportunities
- Change agent with a global mindset
- Must have: experience in retail sales and/or new business development
- Team player with good communication skills in- and externally
- Able to negotiate with different levels
- Customer, service and result oriented
- Stress resistant, strong analytical and problem-solving skills
- Willingness to frequently travel internationally
- Fluent communication skills in English (verbal and written), preferably German and Dutch

Our Offer:

- Working with an innovative and international Team
- Above-average salary package, with top earning potential and pension insurance

Interested?

We are looking forward to receiving your application in English, incl. starting date and your salary expectations per E-mail at: Jobs@fretwork.com

FRETWORK network GmbH

Vaalsen Str. 259 | Bürohaus westTor | 52074 Aachen | Germany | www.fretwork.de



PERSON OF CONTACT



Barbara Frett
Managing Director

MAIL jobs@fretwork.com
TEL +49 (0)2 41/88 80 80 9-1



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