



No Steve – **JUST JOBS**

International Product Manager - paper processing and logistics (m/f/d)

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

Your Responsibilities:

- Define and deliver a 3-5 roadmap for your product line and manage the entire product lifecycle
- 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
- 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

Your Qualification:

- Proven product management experience in a B2B environment
- Qualification in Business Engineering or similar qualification
- Self-driven, energetic, inquisitive and persistent leader
- Get things done, driven by commercial opportunities
- Change agent with a global mindset
- Experience in retail sales or new business development is a must
- Team player with good communication skills internally and externally
- Able to negotiate with different levels
- Fluent verbal and written communication skills in Dutch, English and preferably German
- Stress resistant, strong analytical and problem-solving skills
- Willingness to frequently travel internationally
- Fluent communication skills in English and Dutch (verbal and written), preferably German

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 international B. V.

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PERSON OF CONTACT



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