

For our Client, an international organization, we are looking for an individual to join their European team, whose skills, experience, and competencies would strengthen the Product Management team.



The position is located within the structures of a highly recognized company, in one of the locations in Germany near Frankfurt (am Main).

Director Product Department

Place of work: Germany/Frankfurt (Main) region

Responsibilities for this role include:

- Take charge of, nurture, and inspire our European Product Management team to achieve and surpass sales objectives
- Cultivate and sustain enduring relationships with suppliers and serve as the primary contact point for suppliers; plan and participate in meetings
- Oversee inventory and maintain the inventory profile
- Conduct market analyses and internal assessments to devise effective strategies and market approaches for intelligent selling and purchasing of our products; assist in marketing initiatives for product groups
- Ensure the transfer of knowledge and sharing of know-how within your- and the sales team.
- Provide support for customer visits and consultative assistance for design-in during field sales interactions
- Offer support and contribute ideas for developing and enhancing our competitive position
- Provide technical assistance to inside sales for customer inquiries
- Plan and lead product training sessions
- Submit monthly reports on defined KPIs to the manager

Employer's Offer:

- Employment Contract
- Basic monthly salary along with an annual bonus.
- Additional 2 days off work per year.
- Private medical care.
- Life insurance package + group insurance (employee-paid).
- Holiday packages.
- Hybrid work
- Integration meetings (picnics, family days, business run).
- Real opportunities for career advancement and professional development.
- Employee referral and recommendation program.
- Welcome gifts for newly hired employees.

Requirements

- Background in the distribution, with essential expertise in electromechanical products and connectors,
- Experience in everyday team management focused on team empowerment.
- Adept comprehension of technical matters, economic readiness, and a proficient understanding of business dynamics,
- Demonstrated conceptual acumen, strategic thinking, and analytical prowess,
- Refined communication and negotiation abilities, coupled with a proven track record in product management,
- Emphasis on process implementation,
- Fluent proficiency in English communication.



If you've read this far, it may indicate that you're interested enough in the offer to consider sending us your application (CV in English). Let's discuss the offer further! a.bornus@grupagt.eu, tel. 502 773 226