



## Rittal Ltd UK

### Vacancy – Product Manager - Enclosures

#### Main purpose of the job/Objectives:

- To know and fully understand all enclosure products being managed in terms of features and benefits
- To know which market sectors are most relevant for the product portfolio
- To understand the dynamics and needs of these market sectors (customers, prospects and competitors)
- To know or conduct competitor analysis to identify market share and pricing to manage the growth of the product sector through product and market development activities.
- To be the product champion

#### Key responsibilities

Using your market and product knowledge, identify market development opportunities and convert these into proposals. Solicit support for these from within Rittal Ltd and champion the implementation of approved projects across functional areas gaining buy in and support.

Using your market and product knowledge, identify new product opportunities or product extension opportunities and convert these into proposals.

Working with your Marketing Services colleagues, develop, implement and support marketing communications programmes including writing regular PR and editorial, technical articles, application success stories, facilitate any translation requirements, support exhibitions for your product area that deliver measurable results in line with the business plan and market development opportunities identified.

Using a variety of research methods, generate market data for your area of product responsibility to track market size and provide a knowledge of Rittal share of that market.

Develop and strengthen links with your counterparts at Rittal HQ and other subsidiaries to ensure you are up to date with all activities relevant to your area of product responsibility and are in a position to influence market specific product development/enhancements in support of Rittal Ltd.

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Take leadership for building competitor archives/databases that provides a basis for a better overall understanding of the competitive environment. Translate this into material that supports all strategic moves in the business from business planning to sales support material.

Champion the introduction of new products into the business across all functional areas and through your planning, persuasion and support, influence the success of these in a measurable way.

Support the business in its need for ongoing product training that increases the overall average ability in offering customer advice and alternatives leading to improved customer service levels and business performance.

Using your product knowledge, training and experience, provide field and office based technical support to customers and colleagues.

Identify internal and external sales support tools that enhance the sales process and present Rittal Ltd and its products in the most professional manner.

Other requests made by management that are key to the success of the business.

Good housekeeping, software skills, etc.

#### Core skills include:

- Strong verbal and written communication skills, with excellent attention to detail and accuracy
- Experience of running and working on multiple projects with the ability to prioritise and work under pressure with good time management
- Well developed commercial skills with a customer focused attitude
- Ability to measure impacts and results and generate meaningful conclusions from data sources
- Monitoring, evaluating and communicating collated results to a wider audience.

#### Who we're looking for:

The ideal candidate for this Product Manager role will be motivated, determined and with a desire to make a real impact. Candidates will be solid Product Manager professionals with a minimum of 3 to 5 years' B2B market experience – preferably from a mechanical and or electrical engineering background - and have a professional qualification.

You will be forward thinking and progressive; able to liaise and network with a range of stakeholders, e.g. customers, colleagues, suppliers and partner organizations.

You will see this as a great opportunity to achieve your potential and grow with a company that will invest in you.

If you are interested in the role, please e-mail [jobs@rittal.co.uk](mailto:jobs@rittal.co.uk) with your details and CV.

Strong verbal and written communication skills with excellent attention to detail and accuracy. Experience of running and working on multiple projects with the ability to prioritise and work under pressure with good time management.

