

Our client, globally successful in designing and manufacturing mechanical components for industries such as transportation, mining, energy, food & beverage and aerospace, is hiring for the site near Siegen a

Commercial Product Manager (m/f/x) EMEA

Your Tasks:

- Secure and maintain excellent internal relationships with all functions across EMEA but especially with Sales, Marketing Management, Product Management and Customer Service
- Provide any further support to both the Sales and Marketing function as required to drive overall Sales and Orders performance against budget and forecast
- Assist in collecting Market Intelligence as input for Marketing and Strategic Planning
- Conduct annual Voice-of-Customer surveys (customer satisfaction surveys)
- Define Pricing Policy for the Process sector (differentiated for the various portfolio's and segmented customer groups)
- Collect Market Intelligence as input for target price setting
- Define target pricing by product range including boundaries by customer type
- Manage product quotations against product target prices in close collaboration with customer care
- Manage pricing requests so that Sales and customer requirements and SLA's are met
- Monitor HIT-rate and overall feedback to identify opportunities for improvement
- Define 'price' targets and monitor progress against those targets while meeting 'volume' commitments
- Collect competitive pricing strategies and product price positioning and feed back to Marketing
- Regularly conduct competitive price benchmark studies in close cooperation with Marketing Management
- Conduct and lead the annual Price book review
- Manage and periodically review the internal Price Approval Matrix in accordance with SOX-regulations
- Manage, control and archive customer rebate agreements
- Manage annual price increases including internal and external communication
- Stay closely aligned with Global Commercial Operations to allow for global price management
- Register and maintain price agreements with sales and customers in SAP
- Provide standard as well as ad-hoc reporting on key performance indicators (KPI's) like Quotes, Orders, Sales, Pricing and Profitability
- Provide weekly and monthly order forecast for the region
- Define those commercial processes that are key to success within the region
- Map all key commercial processes and align x-vertically with Commercial Operations for those processes that are relevant across multiple verticals
- Secure clear internal communication on processes and procedures to follow
- Drive continuous improvement for all defined key commercial processes using RBS-methodologies and in close cooperation with the regional RBS Manager

Your Profile:

- Minimum education at Bachelor level
- 7-10 years relevant work experience in a B2B Marketing position
- The ideal candidate is energetic, well organized self-managed, commercially minded, flexible, team-oriented and possesses strong integrity and professionalism
- Ability to evaluate market opportunities, distil clear messages, and develop business strategies
- Sense of accountability for sales and profitability
- Strong relevant technical background
- Excellent analytical insight and good with figures & numbers
- Entrepreneurial and practical attitude
- Good knowledge of modern languages (English is must, additional languages is nice to have)
- Self starter and pro active independent worker, but also able to work in a participative team environment
- Objective critical thinking capabilities
- Effective negotiator
- Good quantitative and analytical skills
- Excellent communicator both in writing and verbally
- Excellent presentation skills