

The Company

This is an excellent opportunity to become a product manager for a rapidly growing manufacturer of PPE workwear and footwear. The product manager will work closely with the MD and colleagues from product development, buying, design, marketing, and sales to meet target turnover and margin. The Product Manager will need a deep understanding of, and ability to analyse, data for their product division(s), including detailed and up to date information on turnover, value, volume & range size. This position will report directly to the Buying Director.

The Role

- Compile seasonal commercial input through research and travel, communication with sales teams, customers and consumers, and attendance at trade shows, internal meetings and key customer presentations
- Have in depth understanding of key market price points and carry out costing comparisons before and during development phase, ensuring product is developed to clear price point strategies
- Attend meetings and conduct liaison with PM and Buying team colleagues to seek out opportunities for Professional development
- Work with Product team colleagues and Head of buying to provide clear definition of range requirements, price points, fabric, fit and construction
- Brief all associated marketing communication materials needs to marketing team on agreed deadlines
- Continually develop understanding of UK and European market, customers, consumers, competitors, specifications, compliance/legal, trends, distribution strategies and price positioning
- Work with Head of Buying and design to provide clear design & branding direction, whilst encouraging creativity and innovation
- Brief all associated marketing communication materials needs to marketing team on agreed deadlines
- Build and maintain all associated product management documents
- Document new innovation/market trends in fabric, styling, functionality, and appropriate opportunities for the brand to investigate and Prioritise market needs, define commercial concepts & maximise range efficiency
- Work with MD and team to develop the range and communicate with the buying team
- Ensure data is accurate, formatted and presented at the right level during key meetings, keeping key stakeholders informed
- Create and maintain range brief, to include key information such as target landed cost, retail pricing info, forecast, product specification, fit requirements, fabric brief, target market etc.
- Compile robust business plan for product area, leading to seasonal objectives and strategies being defined
- From key business milestones set by Professional MD and Buying Director, contribute to discussions and confirm corporate calendar for the teams, and ensure key dates are maintained
- Keep all systems up to date to ensure full visibility of range content to all UK and Asia colleagues
- When required, undertake trips to Asia to carry out face to face development with suppliers and development colleagues
- Liaise with Head of buying and Imports to ensure clear instructions given for photo samples

The Candidate

- Builds strong relationships across all levels, using the ability to negotiate and communicate ideas but maintaining a clear understanding of commercial constraints
- Willingness to undertake regular travel within UK and overseas and Undertake trips to Asia to visit suppliers when required
- Excellent communicator - good presentation skills and ability to listen to and analyse different views
- Able to work within departmental budget constraints
- Fluent in written & spoken English
- The Product Manager will need an in-depth knowledge of the variety of consumers for their product division, and to develop knowledge of and relationships with major customers in order to understand opportunities for growth or manage gaps & duplication in the range.
- An understanding of workwear, safety footwear and PPE products & markets across Europe
- A good understanding of product specifications, fabric performance, testing standards and product construction
- Understand issues around REACH regulations and factory compliance to ensure company compliance
- Computer literate – including strong PowerPoint presentation and Excel with Good numerical skills
- Strongly service oriented and able to work in a fast-paced environment
- Ability to influence – able to guide and present facts persuasively and reach compromise if necessary
- Experience in product management
- Enthusiastic, highly organised with an ability to self-manage workload and deadlines
- Entrepreneurial with a flair for creating great products and predicting commercial future market opportunities.
- Able to motivate others towards achieving end business goals by being approachable, friendly and a team player
- Follow Health and Safety procedures and carry out risk assessments and briefs