



Ideal Standard

Job Title	PRODUCT MANAGER SHOWERING, THERMOSTAT MIXERS & TECH PLATFORM		
Department	Product Management		
Country	DE or FR	City	Bonn or Roissy-en-France
Job type	Permanent	Work schedule	Full-time

Responsibilities & Accountability

As part of the new Fittings Product Management organization, the Product Manager for Showering, Thermostat mixers & Technology platform will responsible to

- Drive technology strategy for the Company for the products in scope.
- Manage all activities related to the product in scope: from creating a concept and studying the targeted audience to developing, producing and marketing it (and providing customer support afterwards).
- Liaise closely with internal (country's sales teams, NPD teams, etc.) and external groups (local and EU regulatory organizations, professionals, end consumers, etc.) aiming to set the trends in the respective area

The role requires a senior-level profile role with Europe-wide responsibility for building technology product roadmap with regards to thermostat, showering and concealed products. The role will have critical impact on sales and growth margins as well as brand building and perception in the area of technology products.

Main tasks

- Play the driving role in strengthening our SB sales level through building long term technology platforms according EU norms and regulations.
- Support and manage all the activities related to developing, marketing and selling the product in scope all through its lifecycle.
- Act as an official translator within the company, helping commercial teams understand what the technical, engineering teams mean and vice-versa. Translate business goals set by marketing or sales into technical requirements for the engineering/development team.
- Present a new feature/product to the commercial teams and explain to them, in non-technical terms, the capabilities and limitations of the newest release. Conduct regular



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training sessions with internal sales and product teams in order to achieve the above.

- Take a proactive role in identifying new business development opportunities and recommending plans to grow.
- Drive product portfolio standardization and optimization.
- Build and agree annual plans, including sales build initiatives. Review performance vs objectives, address issues, identify new opportunities, agree executions plans.
- Ensure all activities are planned well in advance and agreed with local commercial teams as well as NPD teams, to ensure effective planning and strong implementation. Ensure performance is regularly measured vs plans, and reviewed.
- Meet regularly external regulatory and professionals organizations aiming to set trends and develop up-to-date products;
- Develop strong, efficient, trusting working relationships (with external and internal groups).
- Seek for secure required reporting process
- Make sure that profit is maximized in all aspects
- Input actively to cross-functional planning sessions eg pricing vs different brands part of ISI portfolio and PL business,
- Prepare regular sales performance analysis and reasons for deviations
- Pursue personal development of skills and knowledge necessary for the effective performance of the role
- Liaise closely with other Company departments to ensure effective coordination and teamwork.
- Comply to the Internal Rules and Company's Code of Conduct and Ethics
- Keep high safety standards

Candidate Profile

- Broad engineering expertise coupled with commercial experience preferably in the field of bathroom products, specifically faucets/taps
- In-depth knowledge of the specifics of the national and regional markets
- Experience in a multinational company environment
- Strong customer orientation
- Excellent negotiation and presentation skills
- Effective verbal and written communication skills
- High motivation, energy and discipline



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- Creative and proactive
- Good teamwork skills
- Fluent in English
- Driving license
- International travel: 40%-50% of working time

How to Apply

Interested candidates should apply by sending an up-to-date CV (in English) at talent@idealstandard.com with "PM Showering Mixers Tech" in the subject line. By submitting your application, you acknowledge that you have read and agree to our [Applicants Privacy Policy](#). All inquiries and applications will be treated with the utmost discretion.

Not interested?

[Send us](#) your up-to-date CV today! Our recruitment team will contact you immediately should a career opportunity arise which is relevant to your profile.