

Our client was founded in 1990 with a mission to become a leading, trusted brand for sustainable healthcare and biomedical product solutions. For more than 25 years now, they respond to the needs of the pharmaceutical, biotechnology, hospital/clinical and industrial customers, offering a unique perspective on scientific research in general. As a result, they play a critical role in product development for worldwide applications and have established a reputation as a manufacturer of high-quality and innovative medical and laboratory equipment.

On behalf of our client, we are looking for a qualified person at the earliest possible time:

### **- Product Manager (m/w/d) -**

#### **Product Manager Main Responsibilities**

Develops products strategies; conducting market research; generating product requirements; determining specifications, time-integrated plans for product introduction; supporting the international sales team.

#### **Product Manager job duties**

- The development of product strategies to support the goals to be achieved
- Carrying out market analysis for successful product and market development
- Implementing and interpreting the competitor analysis to strengthen and position products in the market
- Developing and taking care of product training
- Responsible for product management of the product portfolio of the company
- Creating sales and marketing activities with the Sales and Operational Marketing (SOM) team
- Support the General Product Manager and the marketing team with product launches and sales campaigns
- Develop sales support materials and documentation (brochures, product flyers, sales tools, competitor comparisons, etc.)
- Prepare and provide product training for internal sales teams and European distributors
- Strategic customer visits with sales teams and distributors at home and abroad
- Daily support and assistance to sales teams and distributors in relation to product-related questions
- Identifying and communicating emerging trends of customers, products, markets and competitors
- Visiting (international) exhibitions, seminars and conferences to support sales and to obtain information about products, markets and competitors
- Maintaining the product portal
- General administration, compiling databases and preparing reports

#### **Job requirements**

- Graduate with a life science degree, bachelor or higher
- Experience with cooling technique and incubators is an advantage
- 3-5 years of experience in comparable positions is an advantage
- Excellent written and verbal communication skills in English
- Excellent knowledge of Microsoft Word, Excel and PowerPoint
- Work independently and accurately
- To be able to follow established policies and procedures
- Commercial and customer-oriented attitude
- Open, energetic, flexible
- Driving License B

#### **Our client offers you**

- A long-term employment in the environment of an international company
- Social benefits, adequate remuneration and development opportunities
- A professional environment – characterized by candor, trust and appreciation
- The headquarter is in the Netherlands, your office can be where you are located in Europe as long as you are willing to travel when needed

We were commissioned by our client to fill the above position.

Please contact us by phone for an initial information call.

You will then be happy to send us your application documents by e-mail.