

Global Product Manager



GLOBAL PRODUCT MANAGER

*Role includes elements or functions such as Strategic Marketing and Marketing Operations.
Preferably based in Stuttgart/Ravensburg in Germany, or Winchester in UK*

World leading technology for acoustic water leak detection.

GUTERMANN is a global technology leader and innovator in intelligent water loss management products and solutions. The company supplies an award-winning range of acoustic leak detection products and permanently installed, fully automatic, correlating network monitoring systems enabling utilities to accurately pinpoint leaks within moments from their first alarm. Established in 1948, the company has always been at the forefront of new technological developments in the leak detection industry. GUTERMANN is privately owned, with headquarters in Zug, Switzerland, and regional offices in Germany, France, UK, USA, Peru, Thailand, the Philippines and Australia.

THE ROLE – Tasks & Responsibilities

Join us as Global Product Manager and lead the portfolio in its lifecycle to achieve maximum customer impact for our technologies and solutions. As a global leader in intelligent water loss technologies, we're seeking a candidate with both technical and commercial experience and acumen, someone who has a hands-on, entrepreneurial spirit. The ideal candidate has a practical approach and is ready to thrive in our fast-paced environment. You will manage the entire product portfolio, containing acoustic noise loggers, acoustic microphones, leak correlators and others throughout all aspects of the product lifecycle, working closely with the organisation to deliver winning products. The portfolio targets drinking water applications.

Your main task is to work in close collaboration with global Sales, Research & Development, Engineering and Production to lead product management from the start of R&D projects all the way to the customer and back. Some key marketing aspects will also be under your responsibility.

- ▶ Be involved in research, design, test of new products, features or services that best meet the needs of new or existing customers.
- ▶ Understand the competitor landscape and develop technical market positioning, unique selling points and value propositions and plan how to market and promote the product.
- ▶ Create a product roadmap and define specifications for new features; plan and deliver product releases.
- ▶ Give input to and coordinate technical documentation and pricing calculation procedures.
- ▶ Create marketing material, including brochures, posters, banners, exhibition backdrops etc., in line with CI/CD.
- ▶ Generate and coordinate content for marketing and communications, including articles, website & social media.
- ▶ Organise promotional events, such as trade shows, workshops, lunch & learns.
- ▶ Launch products across the regions, including creation of launch package (customer presentation, training material, flyer, value-prop, datasheets)
- ▶ Collect and generate success stories from the global regions, provide input and define global growth strategies.
- ▶ Manage and create regular appropriate content for products and applications for a variety of channels, incl. social media positioning, website etc.
- ▶ Using market research (voice of the customer) to get ideas for products that customers will want, specify the needs and desires, and provide business perspective in development projects.
- ▶ Promote the company and its products with sales and channel partners at key customers
- ▶ Develop and maintain a "toolbox" for sales and channel partner including training materials.
- ▶ Provide visibility into progress and coordinate cross-functional team activities.
- ▶ Provide management with analyses and reports
- ▶ Review and recommend stock level adjustments and manufacturing schedules to maintain product availability.

YOU ARE: Profile & Qualifications

Our key requirements include:

- ▶ 5+ years of experience within water application with sensorics devices, system components or water treatment systems, beneficial: experience in drinking water.
- ▶ A degree in Engineering, Process-Engineering, EMR, Business or Product Design/Marketing.
- ▶ Experience in Product Management, ideally in water applications or in the utilities sector.
- ▶ Project Management experience.
- ▶ Ability to initiate and execute.
- ▶ Can collaborate at multiple levels in the organization and balance multiple requests and agendas.
- ▶ Design sensibility and affinity.
- ▶ Both technical and business acumen.
- ▶ Proficient in written and spoken English. German and/or French a big plus.
- ▶ Experience in presenting at conferences and exhibitions.
- ▶ Requires travel from time to time.

You appreciate to work well independently but are also a team player – at Gutermann we succeed together. You have a positive and humorous mindset and are capable of handling and prioritising many different tasks at the same time. You are self-driven, take matters into your own hands and want to participate actively in shaping the direction of the company. You are reporting to the Chief Commercial Officer.

WE OFFER

Gutermann offers an exciting and challenging job in an international environment focused on evolving further the acoustic noise logger market as market leader. We are a creative and dynamic team with a strong professional background as well as social profile. Sustainability thinking to find leaks in drinking water pipes and recovering non-revenue-water is driving our business attitude and passion. Development possibilities within that position are shaping the future of the company while having direct exposure to the C-level-suite of the company.

The position is preferably based in either Germany, close to Stuttgart or Ravensburg, or UK, close to Winchester. A regular repeating presence in our Stuttgart office is foreseen.

Deadline for applying for the position: **24th of February 2023**. Please send your CV with cover letter and salary expectation to **hr@gutermann-water.com**. Interviews will be conducted on an ongoing basis