



## Head of Productline/Productmanagement EIR (m/f/d)

Location Global

Full-Time

Permanent

### About Excelitas Noblelight

As an expert and world market leader for specialty light sources and systems, we make light in the wavelength range from UV to IR productively usable - for industry, science, environmental protection and health. With sophisticated light sources, Excelitas Noblelight provides its customers with new competitive advantages and continuously opens up new applications!

We are aware of our responsibility towards people and the environment and have set ambitious targets in terms of CO<sub>2</sub> reduction, sustainability, diversity and inclusion, which are at the heart of all our business activities.

Become part of our team and shape the future with us. We look forward to meeting you!

### Your tasks:

- Execute annual Strategic Goal Setting (5 year plan) & Multi-Generation Product Planning processes through the analysis of Market/Customer reports, compilation of internal revenue forecasts, competitive analysis, detailed NPI activity trackers
- Communicate the 'voice of the customer', supported by appropriate Sales Manager whenever necessary
- Responsible for monitoring and achieving budget targets, including sales, margin and EBIT contribution metrics, for the product line
- Ownership of product life cycle from inception to End of Life and maintain of product development roadmaps
- Effectively manage product costs by working with all stakeholders (e.g. Supply Chain, Finance, Operations) to ensure Excelitas remains competitive and profitability is maintained and enhanced
- Develop and maintain strategic partnerships and alliances with customers and other business partners, working with appropriate Sales Managers
- Implement product launch activities including marketing literature, promotional programs, product data sheets, product catalogs and applications guides
- Coordinate closely with R&D in the assessment, creation and delivery of new products by which to expand product lines revenues and margins
- Responsible for customer quotations with the objectives of retaining existing business and expanding market share profitability



- Support Corporate Finance reviews of strategic quotations with margin analysis & Commercial rationale as needed. Liaise with Division Finance Director in preparation of such reviews
- Working with Excelitas Marketing, support the creation and delivery of Direct and Channel marketing campaigns to promote product line profitable growth
- Liaise with, support and, where necessary, assist drive Field Sales organization in the effective delivery of revenue goals and expansion of business through Market Share improvement/NPI activity both at OEMs and Distribution Channel partners
- Provide departmental guidance and oversight to Product Line R&D team
- Conduct Sales training in consultation with and support from Applications Engineering

### Your profile:

- You are characterized by entrepreneurial thinking and action as well as your pronounced initiative and assertiveness and experience with P&L responsibility with a corresponding track record
- You have portfolio and market knowledge and a customer-oriented way of working
- You convince through strategic and analytical thinking and working and have a strong understanding of key figures
- You have gained leadership experience in cross functional or matrix organizations in different contexts and have strong moderation- and teamwork skills
- Inspiring personality and sound commercial knowledge as well as excellent communication skills at top management level
- You are Business fluent in English in word and writing and you have intercultural skills
- Several years of experience in Product management, Sales or Category Management
- You have a degree in business administration or technical studies or a comparable qualification

### Curious? Apply now!

We look forward to receiving your application documents via our recruiting mailbox at: [recruiting.xng@heraeus.com](mailto:recruiting.xng@heraeus.com) - even if you do not meet all the requirements, but have good reasons why you are still the right person for this role!

**What you can look forward to:** At Excelitas Noblelight you can expect a structured working environment, exciting challenges, an attractive compensation package and an excellent work-life balance - Click [here](#) to learn more about the benefits of Excelitas Noblelight.