

EMECH PRODUCT MANAGER

2020

Reports to: Procurement Manager • Location: Rapid HQ, Colchester



Purpose of the Role

The EMECH Product Manager is a socially adept, conscientious person who works with care and pride.

Customer, product and market awareness are key along with a passion for the technologies that will inspire Rapid customers of the future throughout the wider business market.

Rapid's ability to move and react quickly to emerging technologies and changing markets means that curiosity, mental agility, courage and the confidence to make and stand by decisions are all vital to success.

Rapid's Product Managers are the leaders of our range and product strategies and take ownership for all tasks associated with the profitable growth and range development in respect of assigned product portfolios.

This is to include:

- Ownership and development of sustainable and trusted relationships with the customers and suppliers within the EMECH product portfolio.
- Ownership of sales revenue and gross margin performance of the EMECH portfolio and pivotal to support effective sales and marketing campaigns.

Environment

The EMECH PM role can be office or home based depending on candidate as visits to suppliers, customers, tradeshows and governing bodies is a critical part of the role.

Supporting Structure

The EMECH PM has an EMECH buyer to support with supplier development. The EMECH PM reports directly into the Procurement Manager who in turn reports into the Managing Director. The responsibility for the product range is shared by a PM and Buyer but the PM is ultimately accountable for the success of the portfolio.

People Responsibility

No roles report directly into the EMECH PM although there is an expectation to lead and mentor the supporting Procurement staff.

Rapid

Rapid part of the **CONRAD** Group

Responsibilities

1. To ensure that every effort is made to live and breathe Rapid's core values to achieve the department and company aims and objectives
2. Take ownership both in attitude and approach to all activities & promote suggestions for improving personal and company performance and effectiveness
3. Gap analysis of existing portfolio, profile customer and sector needs. Suggest and drive appropriate Sales and Promotional action plans linked to portfolio in collaboration with the Sales Manager and Marketing Manager.
4. Create and deliver a Product Portfolio Development plan that aligns with the business strategy and utilise the Brand Pipeline to manage objectives and progress.
5. Continual assessment of the market and competition through supplier and customer meetings and attending any relevant trade shows or sector events to drive decisions in range or supplier development.
6. Have full responsibility for ensuring all products within portfolio are of quality, fit for purpose and Rapid has market advantage through exclusivity contracts.
7. Ensure relevant supplier standards are maintained and high-quality product information is obtained to enable fast introductions.
8. Engage with and enlist new product brand/franchise opportunities where appropriate
9. Initial pricing strategies and corrective action ensuring best delivered cost and margin is being achieved.
10. Liaise with, and delegate activity to Buyers and manage these projects through to ensure appropriate support performance is maintained.
11. Ensure technical and application knowledge of products within portfolio is maintained, providing product knowledge training to Sales, Technical and Marketing where appropriate.
12. To maintain understanding of the requirements of the range within core market places (e.g. products, brands and stock holding)
13. Research, check and monitor SKU performance to enhance traffic and conversion.

Rapid Core Values

Great Attitude

- Bring energy to the team every day
- Motivate and inspire others with a positive outlook
- Build meaningful relationships with colleagues and contacts
- Address problems in a positive way
- Listen carefully, reflect and think broadly, with agility

Be Successful

- Prioritise own workload and be proactive in the pursuit of goals
- Accountable for own performance delivering business goals over personal gain
- Always set expectations and dependencies and deliver to them
- Diligent approach to the detail but not losing sight of the objectives
- Maintain a work/life balance and not be easily distracted

In a Professional Way

- Always punctual with a professional approach
- Dependable due to reliability, flexibility and integrity
- Exceed both customer and colleagues expectations
- Proactively communicate internally to enhance the success of our common goals
- Take pride in sharing your, or Rapid's success externally

With a 'Be Better' Mindset

- A high degree of learning ability, drive and ambition to succeed
- Confident and can articulate strengths and development areas
- Listen well to constructive feedback from line manager and give feedback with good intent
- Positive attitude towards shared goals and set challenging personal objectives
- Constantly look for innovative working practices and processes
- Belief in the ability for new technology to improve our environment and wellbeing

Quality – “Our Commitment”

Our Mission is to enhance the UK's engineering and manufacturing capability through 3 distinct customer sectors utilising Rapid's technical, supply chain and eCommerce capabilities.

The key to achieving this is by operating an Integrated Quality Management System (IMS) in accordance with ISO 9001: 2015, ISO 14001 and ISO 45001 and embedding a Continuous Improvement way of working and culture. It is expected that you understand how this commitment to quality affects your day to day role and how you can help to strive for constant improvement in this area.

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The logo for Rapid, featuring the word "Rapid" in a bold, italicized sans-serif font with three horizontal lines to the left of the letter 'R'.

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