

Product Manager Wall Hung Gas Boilers (m/f/d)

As a Product Manager, you'll be responsible for:

Product Strategy and Planning

- Develop and execute a comprehensive product strategy for the wall-hung boiler product line
- Conduct market research to identify customer needs, market trends, and competitive landscape
- Define product vision, goals, and roadmap aligned with company objectives

Product Development

- Collaborate with all relevant stakeholders to ensure the successful development and launch of new products
- Participate with product development process from concept through to production, ensuring timeliness and quality procedures are met
- Conduct regular product reviews and make recommendations for improvements or adjustments

Market Analysis and Customer Insights

- Analyse market data and customer feedback to identify opportunities for product innovation and improvement
- Develop and maintain detailed customer personas and use cases to guide product development and marketing efforts
- Work closely with sales teams to gather insights and address customer needs

Go-to-Market Strategy

- Develop and implement go-to-market plans, including product positioning, pricing strategies, and promotional activities
- Coordinate with marketing and sales teams to create compelling product messaging and marketing materials
- Alongside the academy, train sales teams and partners on product features, benefits, and usage

Product Lifecycle Management

- Manage the entire product lifecycle, from ideation to end-of-life, ensuring products remain competitive and meet customer expectations
- Monitor product performance and profitability, making data-driven decisions to optimise the product line
- Plan and execute product updates, enhancements, and phase-outs

Stakeholder Collaboration

- Act as the primary point of contact for internal and external stakeholders regarding the wall-hung boiler product line
- Facilitate cross-functional collaboration to ensure alignment and support for product initiatives
- Present product updates and strategies to senior management and other key stakeholders

Regulatory Compliance and Quality Assurance

- Ensure products comply with industry standards, safety regulations, and company quality requirements

- Work with regulatory bodies and certification agencies to obtain necessary approvals and certifications
- Implement and maintain rigorous quality assurance processes throughout the product life cycle

Financial Management

- Develop and manage the product line's budget, including forecasting, pricing strategies, and cost control
- Analyse financial performance and profitability, identifying opportunities for cost savings and revenue growth
- Prepare regular financial reports and presentations for senior management as and when required

Innovation and Continuous Improvement

- Foster a culture of innovation by encouraging new ideas and creative solutions
- Stay informed about emerging technologies, industry trends, and best practices
- Continuously seek opportunities to enhance product performance, user experience, and competitive advantage

To be successful in this role, you should have:

- Bachelor's degree in Engineering, Business, or a related field; MBA preferred
- Gas industry experience
- Strong understanding of wall-hung boilers, heating systems, and related technologies
- Previous experience in commercial controls and renewable technologies
- Market knowledge in the heating and heat pump sector
- Industry experience in Heating/installations & understands commercial systems
- Proven experience as a Product Manager, preferably in the HVAC or related industry
- Self-driven, self-motivated, results oriented with a positive outlook and a clear focus on high quality and business profit
- Excellent analytical, strategic thinking, and problem-solving skills
- Exceptional communication, presentation, and interpersonal abilities
- Ability to manage multiple projects and priorities in a fast-paced environment
- A natural forward planner who critically assesses own performance
- Reliable, tolerant and determined
- Able to demonstrate determination to succeed, target driven, willing to go the extra mile
- Good level of numeric skills
- Strong relationship building skills with the ability to negotiate and influence others
- High focus on delivering exceptional customer service
- Excellent commercial awareness
- Be passionate about delivering the best solution for customers needs
- Thrive in a busy working environment
- Excellent written, verbal and presentation skills
- Excellent IT skills and experience of Google Workspace would be an advantage
- Presentation skills and ability to conduct meetings
- Experience of working within a fast moving and dynamic environment
- Competitor knowledge
- Experience working with and achieving KPIs

- Be prepared for hard work, change and new ideas
- Experience with CRM software, Google Workspace, Microsoft office and proficiency in product management tools and software
- Willingness to travel throughout the UK
- Hold a full clean driving licence

What we offer:

We offer excellent development opportunities, an attractive salary and exceptional benefits including the following:

- Competitive salary
- 25 days annual leave (Excluding bank holidays)
- Annual bonus scheme
- Company pension
- Employee Assistance/Wellbeing Programmes
- Life Insurance
- Business tools, including mobile phone, laptop
- Career Progression

Who we are:

Build a career with confidence

Carrier Global Corporation, global leader in intelligent climate and energy solutions is committed to creating solutions that matter for people and our planet for generations to come. From the beginning, we've led in inventing new technologies and entirely new industries. Today, we continue to lead because we have a world-class, diverse workforce that puts the customer at the centre of everything we do.

Our commitment to you

Our greatest assets are the expertise, creativity and passion of our employees. We strive to provide a great place to work that attracts, develops and retains the best talent, promotes employee engagement, fosters teamwork and ultimately drives innovation for the benefit of our customers. We strive to create an environment where you feel that you belong, with diversity and inclusion as the engine to growth and innovation. We develop and deploy best-in-class programs and practices, providing enriching career opportunities, listening to employee feedback and always challenging ourselves to do better. This is The Carrier Way.

We believe in people and their potential. If you are up for the challenge and want to be part of the energy transition, apply now!