

Product Manager Europe (m/f/d) Polyflon PTFE, Neoflon Fluoroplastics, PTFE Compounds

Daikin Chemicals - Positively Innovative

Since 1933, Daikin Industries has been involved in the research and production of fluorochemicals, and is one of the world's foremost manufacturers of fluorochemical materials today. Daikin's unique expertise is essential to a variety of industrial fields: With world-class technology, we offer a wide range of high quality products with applications in automotive, semiconductors, health care, renewable energy, consumer cookware, wire and cable, textile and fabric treatment, paper and packaging, optics and displays, coatings and more.

Assignment

The Product Manager is responsible for managing all elements associated with the product line to insure the material availability for sale. This includes:

- Management of product life cycles for domestic and imported products
- Market analysis on existing and/or future competitive technologies
- Provide strategy on current and new product introduction
- Maintain budgeting and forecasting systems to ensure reporting accuracy
- Support sales by making sure inventory is sufficient, manufacturing is planned and product is delivered
- Communicate sales status in terms of demand, manufacturing and product availability
- Support business strategy development and implements tactical plans for the product line
- Reports to the Regional Business Director

Critical competencies include: Cross-cultural sensitivity, strategic thinking, team focus, creative problem-solving, tactical communication (verbal and written), detail-orientation and organization, results-driven, ability to influence across departments, sales fundamentals.

Main responsibilities

- Support the process and systems for budgeting product demand, forecasting and production planning. Help set priorities for production and help maintain appropriate inventory levels to insure product availability
- Coordinate product line literature: Technical data sheets, line cards, promotional literature
- Manage website entries for product line to ensure update and accurate information
- Manage input of data from sales for budget and forecasts
- Maintain data bases on budgets, forecasts and actual sales by product line
- Provide market analysis of product segments, by application and end use. Analyze market shares, trends in markets and identify sales focus to increase our revenue, profit and share
- Identify product requirements for new or existing markets, coordinate programs

with sales, tech service, product development and manufacturing to develop and introduce these products

- Collect and analyze market share data, import and export data and other sources of information for market awareness
- Communicate forecasts, budgets and actual sales to regional / global production planner
- Coordinate product supply for sales to domestic / international customers and international subsidiaries for products produced in region and / or imported from subsidiaries. Coordinate import of products from international Daikin subsidiaries
- Support the strategy for growth with ideas and actions. Coordinate capital expansions with sales growth projections. Recommend resource requirements for the strategy, including the coordination of tech service, application development, product development, marketing and sales.
- Business Director support for monthly business reviews and associated meetings
- Conduct sales and product analysis reviews per Business Director frequency
- Additional assignments as deemed necessary by management

Skills & Requirements

- Degree in technical or chemical engineering or master in business science with additional experiences in technical sales
- 5-10 years of industrial experience in chemical related business, specifically in different aspects of business management (sales / marketing, supply chain, planning, or product management)
- Knowledge of Daikin Chemical Europe's products
- Fluent English, another European language is a plus
- Ability to analyze sales data (historical, forecast and budget / quantity, revenue, price and gross margin) and recommend plans or actions to ensure supply
- Ability to work in cross functional teams: Sales, Manufacturing, Planning, Customer Service & Logistics
- Ability to understand manufacturing processes and procedures
- Knowledge of IT communication systems: High level of competency in Microsoft Excel is required. General knowledge of PowerPoint. Knowledge relevant data management systems desired. SAP experience a plus
- Ability to perform Customer / Prospect presentations on products and services
- Negotiation skills
- Problem-solving capability; strong results-orientation
- Ability to work across Japanese-European cultural lines
- Enthusiasm, perseverance and curiosity are plus qualities
- Ability to travel, both regionally and internationally

Contact

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Daikin Chemical Europe GmbH promotes equal opportunities and diversity in its employment relations.

Daikin Chemical Europe GmbH

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