

Overview:

The Product Manager will take ownership of a key enterprise technology portfolio and act as the primary link between the vendor, sales teams, customers, and internal operational departments. This role is responsible for driving revenue growth, supporting sales activities, managing pricing and product positioning, overseeing supplier relationships, and ensuring the successful execution of product related initiatives across the business.

Responsibilities:

- Drive product portfolio growth and performance
- Manage vendor and supplier relationships
- Support sales teams with product expertise
- Maintain pricing and product positioning
- Prepare and review sales and performance reports
- Manage stock forecasting and inventory planning
- Track rebates, incentives, and promotional programmes
- Coordinate internal and external product training
- Support purchasing and procurement activities
- Collaborate with operational teams to ensure product success

Requirements:

- Minimum 5 years Product Management experience
- Minimum 3 years technology distribution experience
- Experience with enterprise infrastructure products
- Knowledge of UPS and power solutions
- Understanding of data centre environments
- Strong commercial and financial acumen
- Excellent stakeholder management skills
- Advanced Microsoft Excel proficiency
- Strong communication and presentation skills
- Valid driver's licence and own vehicle