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Product Manager - Conveying Solutions - Special Products

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Company: Continental

Location: Barrackpur Cantonment

Category: other-general

Job Description

As the Product Manager of Conveying Solution - Special Products APAC, you will be responsible for driving product strategy and planning, Internal and External stakeholder management, ensuring the successful development and launch of our products, and developing our special solutions product roadmap.

This position requires a combination of strong strategic thinking and excellent communication skills, and the ability to inspire and motivate relevant stakeholders.

As a PM you will need to know, understand and communicate the Value Proposition and the benefit to purchase case for the products in your portfolio. Special products would primarily included but not limited to pipe belts, engineered products (Flexowell, Sicon, Filter, Cleated belting), agricultural & construction equipment products, amongst others.

Product Strategy and Planning

Collaborate with cross-functional teams, including R&D, BD, Innovation Management, MarCom, S/C, Operations and the Segments to develop and execute product strategies aligned with company goals and market trends

Conduct market research and competitor, and product analysis to identify new product opportunities and make informed decisions

Define and prioritize product features, enhancements, and releases based on customer needs and business objectives.

Develop and manage product roadmaps, and the product life cycle, ensuring

alignment with overall company strategy and objectives

Align with Global counterparts to ensure maximum synergies throughout the organization

Product Development and Launch

Oversee the end-to-end product development process in conjunction with IM and MarCom from ideation and requirements to development, testing, SOP, and market launch

Work closely with the Segments, IM, MarCom and the R&D teams to ensure timely and successful delivery of high-quality products

Collaborate with BD, MarCom and the Segment teams to develop go-to-market strategies, product positioning, and messaging

Monitor product performance, gather customer feedback, and analyze data to identify areas for improvement and optimize product offerings

Stakeholder Management

Strive for win-win outcomes that benefit both the product and its stakeholders. Look for opportunities to create shared value and align interests

Build a compelling business case for your product initiatives, highlighting the value they bring to the organization, customers, and stakeholders themselves. Use data, market research, and user insights to support your arguments

Communication and Transparency: Keep stakeholders informed about your product roadmap, milestones, and progress. Provide regular updates through meetings, presentations, emails, or a shared project management tool. Be transparent about challenges and risks and communicate how you plan to address them

KPI's

Implement KPIs that drive the business towards reaching its goal

Support dashboards preparation that provide meaningful insights to day-to-day commercial performance of product (line)

Conduct periodic business reviews to communicate measurement to KPIs

Qualifications

Degree in Finance, Business Administration, Marketing, Engineering

5+ years work experience preferably in at least 2 different functional areas or in different companies- with exposure in conveyor belting domain

Additional Information

Proven ability to successfully work in highly diverse global teams

Minimum 5 years' work experience

Completed one or more:Managed a processManaged cross-functional project teamsPreferably supervised a team of 2 or more

Must be fluent in English for both written and oral communications. Fully embraces diversity.

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