

Filtration Product Manager – Fluid Care

HYDAC was founded in 1963 as an independent provider of hydraulic accessories and is today an internationally established group with over 8000 employees, 50 branch offices and 500 trade and service partners world-wide.

We are currently looking for a Filtration Product Manager to work within our growing Fluid Care team to expand our filtration portfolio in UK markets. The successful candidate will report directly to the Fluid Care Division Manager. This is an exciting role which will be focused across a number of industries and filtration products from Industrial, off highway oil and gas, to diesel applications.

Role Responsibilities:

- Develop customer sales using our existing sales network
- Defining product vision
- Investigate and develop new markets to help expand HYDAC's filtration portfolio
- Support sales teams in technical aspects of projects to ensure accurate product specification
- Coordinate strategic development plans with HYDAC headquarters in Germany and feedback market requirements to support continuous improvement
- Manage all aspects of large projects from quotations and costings to on-time delivery
- Work with our marketing team to increase market awareness for filtration products
- Conduct internal and external product training to ensure HYDAC customers and staff are up-to-date on latest technologies
- Develop product strategies outlining plans for growth

Profile:

The nature of the role means we are looking for someone with excellent interpersonal skills who is comfortable working in a team environment, ideally with previous product management experience or similar in the UK fluid power market. The ideal candidate will possess the following attributes:

- Experience of the fluid power industry
- Ideally educated to foundation degree/HND level or equivalent
- Self-motivated with the ability to adapt to fluctuating work demands and multiple priorities
- Well organised, conscientious and hard working
- Excellent communication skills
- Strong understanding of the sales process and able to identify new sales opportunities
- Good IT skills using Excel, Word, Outlook and PowerPoint

Location:

The role will be mainly field-based, working throughout the UK. Depending on the candidate's location, working from our UK headquarters in Oxfordshire may also be an option. Travel to our headquarters in Germany will also be required from time to time.