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## Product Manager – Instrumentation (F&S)

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### MAIN PURPOSE OF THE ROLE:

The role of the Product Manager is to act as the strategic champion for ION's existing and future range of Fixed & Special (F&S) instrumentation.

The individual will stand as the core product management capability for the ongoing maintenance and life cycle management of existing devices, alongside the design and creation of new products. In addition, the individual will not only be a supporting force for the development & sale of this range, but will also help to educate and inform the wider business and its partners.

It is vital that the post holder has, or can swiftly develop, a deep understanding of fixed & special instruments, and the role they play in protecting lives and preserving the environment.

### JOB ROLE:

- Take full ownership of the F&S range of instruments
- Conduct product feasibility and market research to identify customer problems and make creative recommendations for new products
- Canvas opinion across ION's external partnerships and internal stakeholders to ensure products meet current and future needs
- Review, with the international sales team, ION's existing route-to-market, assessing suitability for F&S products and proposing adjustments where needed
- Help to produce validated business cases for all suggested projects prior to creating Market Requirements Specifications (MRS), specifying features of new products for all key stakeholders
- Develop and maintain product roadmaps, consistent with the product market strategy and covering full product lifecycles
- Work alongside the Project Management, R&D and Operations teams to ensure that all new products are delivered on budget, on time and in line with the MRS
- Provide product and applications support to the sales team, further enabling them to secure business through our direct, global subsidiary and distributor networks, thus delivering the F&S sales target
- Support all partners with product and application information
- Work with the Commercial Services Manager to ensure the supply chain delivers product in a fast and effective way
- Monitor global developments to establish a market leading position vs. competition
- Provide sales and marketing information to allow product collateral to be created. Aid in the creation of marketing collateral including, but not limited to: technical bulletins, manuals, data-sheets, comparison guides, promotional items & video content
- Help develop and implement 'Go-To-Market' strategies including possible test marketing and launch activities
- Work with sales and marketing to identify early adopters and run alpha/beta trials with existing or prospective customers
- Provide sales and marketing support and training to internal and external stakeholders wherever required
- Proactively assist in other areas of the business as and where necessary



## **SKILLS AND EXPERIENCE**

- An experience product manager, ideally within the gas detection industry
- Strong technical ability and knowledge of Ion Science and competitors' products
- Formal product management training desirable
- Customer orientated with the ability to build effective working relationships
- Strategic, methodical, logical and detail orientated, whilst still delivering against deadlines
- An excellent communicator, with the ability to influence at all levels
- Keen, eager, and able to deliver a comprehensive product portfolio
- Decisive with any available information, taking positive action in a timely manner
- Possess a multidiscipline approach with the ability to perform different roles for the good of the company
- Organised and a good planner, able to act independently, self-organised and able to prioritise workload to deliver results
- Have strong numeracy skills for analysing and interpreting data, and for compiling compelling business cases
- Strong industry knowledge and competitor understanding
- Able to investigate, document, and maintain records accurately
- Be professional, assertive, and amenable at all times
- Be familiar with market drivers, for example, legislation and technological advancements
- Proven problem solving and decision-making skills
- Proven experience of delivering and preparing presentations at all levels in a variety of business forums

## **ASSOCIATED KPIS**

- To lead the F&S product management function in delivering new products that delight customers and further accelerate the business' growth
- To assist the sales function with delivery of the budgeted numbers, through the support of key sales, marketing, and training activities
- To provide best in class levels of customer service, ensuring that all key stakeholders, both internal and external, are responsively supported and trained to the highest levels and with the latest market intelligence

## **TEAM AND REPORTING TO:**

You will work within the Commercial Team as the Product Manager, championing the F&S instrumentation range. The role will report to the Commercial Director and does not have any immediate direct reports.

## **BENEFITS:**

- Discretionary Annual Bonus
- 25 days annual leave + Bank Holidays (annual holiday increasing with service)
- Pension Scheme
- Life Assurance Scheme
- Private Medical Scheme
- Cycle to Work Scheme



**WORKING PATTERN:**

- Full time
- Permanent position
- Monday to Thursday: 08:30 – 17:00
- Friday 08:30 – 15:45
- 45 minutes unpaid lunch break per working day
- Occasional travel and work outside of standard hours may be required

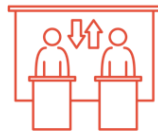
**LOCATION:**

This role is based at the ION Science head office, located in Fowlmere, 10 miles south of Cambridge. Outside of any required travel, the role is fully office based.

**OUR CORE VALUES:**



**Fun**



**Embrace  
change**



**Respectful**



**Responsive**



**Challenge the  
status QUO**



**Committed**