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## Product Manager - Sensors

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### **About ION Science Ltd:**

ION Science has over 36 years of industry experience designing, manufacturing, and supplying PID gas sensors, gas detection instruments and leak detectors for a wide range of industries and applications. We are an unrivalled worldwide gas and leak detection company, with a team of workers who strive to deliver exceptional product quality and customer satisfaction. In 2022 ION Science were awarded the Queen's award for Enterprise for MiniPID Sensors. This is a fantastic opportunity to join our dynamic and growing team and be part of a well-recognised brand associated with quality.

### **MAIN PURPOSE OF JOB:**

To manage the existing portfolio of ION Science's sensor range and create, as well as maintain, long term product roadmaps in alignment with our product strategy.

To achieve this main purpose, the successful candidate will review our existing product portfolio, actively manage their product lifecycles and work with the Head of Sensors, as well as their own research, to deliver and maintain a 10-year product road map.

### **JOB ROLE:**

Reporting to the Head of Sensors, the individual is responsible for managing the current Sensor portfolio, canvassing existing and new clients (via physical and remote meeting), for current and future needs. The individual will then filter information accordingly into iterative improvements to existing products and creating new product requirements.

- Canvas opinion across ION end users, external partnerships and internal stakeholders to ensure products meet current and future needs
- Conduct product feasibility and market research to identify customer problems and make creative recommendations for new products
- Monitor global developments to establish a market leading position vs. competition
- Develop and maintain product roadmaps, consistent with the product market strategy and covering full product lifecycles
- Work alongside the Project Management, R&D and Ops teams to ensure that all new products are delivered on budget, on time and in line with the MRS
- 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 beta trials with existing or prospective customers
- Visit key accounts
- Visit prospective customers
- Support all partners with product and application training and information
- Attend exhibitions and conferences

The role will also include:

- Provide product and applications support to the sales team, further enabling them to secure business through our direct, global subsidiary and distributor networks, enabling delivery of the sensor's sales target
- Working with the marketing team to develop new content, events, webinars etc
- Working with the wider ION Science commercial team to ensure our customers receive excellent customer service and support

**QUALIFICATIONS:**

2:1 Chemistry, Physics or Engineering degree (or equivalent experience)

**SKILLS/EXPERIENCE:**

Required:

- Highly energetic, proactive, and motivated
- Minimum 3 years sales product management experience
- Technical (physical) product management
- Able to convey complex technical topics with simplicity, both verbally and in written form
- Excellent interpersonal skills

Ideally candidates will have as many of the following skills and experience as possible:

- >5 years product management experience
- Product management of gas sensing or leak detection products
- Knowledge of PID (Photoionisation Detector) products
- Experience selling in EMEA and APAC region
- Experience of using CRM, ideally HubSpot
- Experience of managing products used in the following industries:
  - Oil and gas
  - Petrochemical
  - Pharmaceutical
  - Environmental
  - Air Quality
  - Occupational health and safety

**BENEFITS:**

- 25 days annual leave + Bank Holidays (annual holiday increasing with service)
- Excellent employer pension contributions of 8% after probation
- Life Assurance of 4 times of pensionable salary
- In-house training
- Discretionary Annual Bonus
- On site shower & changing facilities
- Long term service awards
- Monthly lunch & drinks laid on by the company
- Sick Pay
- Christmas party
- On-site parking
- Private Medical with AXA
- Bike Purchase Scheme
- Car share scheme
- Early finish on Fridays

**WORKING PATTERN:**

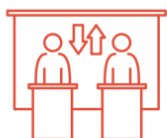
- Monday to Thursday: 08:30 – 17:00
- Friday: 08:30 – 15:45
- Immediate start available
- Full time – Permanent position

**LOCATION:**

This role is based at the ION Science head office, located in Fowlmere, 10 miles south of Cambridge. The role is required for you to be on site.

**Our Core Values:**

**Fun**



**Embrace  
change**



**Respectful**



**Responsive**



**Challenge the  
status QUO**



**Committed**

See what our employees have to say about working at ION: <https://ionscience.com/en/careers/>

Due to the high volume of CVs we receive, it might not be possible to provide feedback to all applicants. If you are successful, we will be in touch to arrange a call with our recruitment manager.