



**WE ARE  
INVISIBLE.**



**YOU ARE NOT!**

*FUCHS is the world's largest independent supplier of innovative lubrication solutions, covering almost every industry and application. Our products and solutions keep the world moving even though they are not always visible. What matters is that each of our over 6,000 employees in over 50 countries is visible – their entrepreneurial spirit, ideas, and skills are the foundation of our global business. Come be seen at FUCHS by joining us as:*

## **Product Manager – Industrial Division**

### **Your areas of responsibility:**

Managing 2 product management assistants and working closely with our industrial sales & technical management team, your main responsibility will be the management of our industrial lubricant portfolio to maximize commercial results.

- Develop core product range to meet the demands of the market, including new product development and product deletions. Ensure that products are made available in the correct packaging.
- Research market trends to ensure correct pricing strategy is applied
- Forecast sales patterns to ensure that correct strategic stocks are kept to minimise “stock-out” situations.
- Minimise volume and value of excess and redundant stock
- Reporting on product range performance and profitability by market. Reporting would include SKU management and stock management.
- Responsive technical and commercial support for the field-based sales teams.
- Reviewing the lifecycle of products within the company portfolio
- Manage all aspects of in-life products, including customer feedback and issues.
- Communicating with commercial teams for forecasts and new business
- Communicating with global product management.
- Liaising with R&D, production and marketing teams.
- Projects would typically include product launches and product removals.
- Working collaboratively with the Marketing team on campaign projects to suit relevant target markets.

### **The Ideal Candidate:**

You will demonstrate strong technical and commercial acumen and a clear understanding of reporting and data analysis. You will be an experienced product manager with experience working in manufacturing, and a passion for identifying how to add value.

- Degree level education and experience working in an industrial product management environment for 3+ years
- Understanding of the industrial marketplace.
- Excellent written and verbal communication skills both internally at all levels of the organisation, as well as with external contacts
- A keen eye for detail and a structured analytical approach toward tasks and projects
- Computer literacy and numeracy skills are a pre-requisite, with the ability to create proposals and to deliver professional customer presentations.

- Strong candidates will be self-motivated with good project management skills and be committed to delivering outstanding results.
- Ideally a knowledge of SAP, but not role critical
- Good leadership skills and a team player

#### **Our Benefits:**

- Competitive salary & bonus scheme.
- Car Allowance.
- Holiday Entitlement above Statutory.
- Defined Contribution Pension Scheme.
- Discounted private medical cover
- Employee Assistance Program
- Training opportunities for personal development
- Supportive working environment

#### **How to Apply:**

If you would like to apply for the role, please send your full, up-to-date CV to Susanne McClurg, [susanne.mcclurg@fuchs.com](mailto:susanne.mcclurg@fuchs.com)

Come be seen at FUCHS – join our team and move the world with us!  
<https://www.fuchs.com/uk/en/careers/jobs-at-fuchs/vacancies/>

***MOVING YOUR WORLD***

