

Product Manager Security Products, Distributor (Brussels region)

Company

The company is a global leader in the distribution of technological products, services and solutions. They can count on an strong logistics & operations to support resellers in distributing products to clients with technology needs in more than 100 countries. They offer an extensive product portfolio of software, network products, PC's and other hardware of different producers.

The function is situated in the department that focuses on large enterprises and offers a complete service and tailor made solutions (hardware, software, consulting, training...) for large projects for enterprises.

Function

As a product manager, you will be responsible for the product portfolio of Security Solutions. Security solutions are a strategic product group for the company and are of mayor importance for the growth and future of the company.

Your tasks:

Marketing & communication

- Implement the marketing plan together with the business development manager, using existing channels and thinking of new channels & possibilities.
- Organize marketing actions to increase the sales of your product portfolio, in collaboration with the vendors.
- Coordinate marketing events

Financial responsibility & reporting

- Follow up the product database
- Follow up pricing. Make sure pricings are correctly registered in the database, price lists & catalogues.
- Manage stock levels, proactively work on slow moving products & report about the stock.
- Analyze & report the results of your product portfolio.

Technical expertise

- Create product information & organize trainings for the sales team
- Follow up of the market & related trends

Profile

- You have a Master degree in economics, business engineering or engineering
- You have a strong interest in IT & security solutions and are willing to get a profound knowledge of the products, the competition & the trends in this market
- You have an interest in the distribution sector
- You are creative and have a feeling for marketing & marketing channels
- You are result oriented and are able to take decisions
- You have efficient communication skills
- You can build strong relationships with clients & colleagues
- You have a strong customer focus & interest in the sales process
- You have strong planning & organisation skills
- Good knowledge of English, Dutch and French

Offer

- A great career start in a large successful company with strong growth possibilities to a strategic business development function
- A chance to gain knowledge about a growing market in an all-round position where you can improve your analytical, creative and people skills
- A competitive salary package

Interested ?

If you are interested in this vacancy, please send your CV and motivation letter Crossbridge BVBA – info@crossbridge.be