



# Product Manager – Motion & Control Solutions

A vacancy exists for a Product Manager based at our Johannesburg- Midrand head office to start ASAP.

## **Key areas of responsibility in this position include:**

- P&L responsibility for the Motion and Control solutions offered by Varispeed
- Commercial positioning and pricing strategy
- Competitor analysis and strategy development
- Business plan development and deployment for the product and solution portfolio
- Supplier liaising and feedback sessions with roadmap deployment
- Internal and external training strategies and co-ordination
- Sales team motivation and lead generation
- System integrator liaising as well as commercial and technical support
- Client liaising and sales
- Market development and communication
- Solution promotion activities
- Preparation of technical quotations and system architecture strategies
- Proactively meeting external challenges
- Proactively specifying Varispeed products at end users

## **To qualify for this position, applicants must possess the following:**

### **Knowledge**

- Applicants should have a N6/S4 Electrical Engineering qualification or equivalent.
- A marketing qualification would be advantageous
- Minimum of 5 years proven track record in sales and marketing experience in the automation environment
- In depth knowledge of the Southern African automation market
- Technical product knowledge of PLC's, HMI, Servo systems and configuration software.
- Proficient in the Programming of PLC's and HMI's

### **Skills**

- Must be technically competent with PLC's & HMI's
- Strong marketing, sales and business acumen
- Must be able to read & interpret electrical drawings.
- Well-developed English communication skills
- Well-developed arithmetic
- Computer literate
- Experienced in training customers and technical sales presentation skills with the ability to communicate with high end engineering customers.
- Strong negotiation skills and influencing ability



### **Behavioural attributes**

- Highly self-motivated and must have well-developed interpersonal skills in order to communicate and influence effectively with customers and co-workers and to develop co-operative relationships with all relevant internal and external stakeholders.
- Must have well-developed analytical and creative thinking skills to ensure effective ongoing environmental analysis and opportunity identification
- A professional individual who can plan, organise, motivate and influence internal and external stakeholders in order to meet business objectives.
- A customer centric mind-set with a high level of customer satisfaction
- An emotionally resilient individual with well-developed conflict handling skills in order to withstand pressure of work and to interact with sensitivity in conflict situations.

### **Application procedure:**

Email your cv with covering letter to : [vacancies@varispeed.co.za](mailto:vacancies@varispeed.co.za)