



Example of Offer Manager Job Description

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Our innovative and growing company is looking for an offer manager. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

Responsibilities for offer manager

- Develop further the complete trading portfolio
- Transform Installation Materials product range by using your expertise, from a low internal focus to a recognized growth engine
- Monitor the Installation Materials sales, volume and margin in all concerned markets, by working in close cooperation with Front offices and Commercial teams and being aware of all decisions which could affect the business to be able to interact
- Secure that the offer is aligned with company digitization requirements (e-commerce ready) and environmental requirements like Reach, RoHs, ...
- Follow market trends (building & installation), regulations and standards which could affect the offer
- Keep an eye on the competition to close gaps
- Develop profitable projects for the product ranges, both in terms of growth and profitability
- Be the voice of supplier & owner of the marketing specification in development projects
- Propose ideas how the global product platforms could be used to achieve cross-sell opportunities
- Contribute to the preparation of the required communication material

Qualifications for offer manager

- Working in a matrix environment with multiple stakeholders to include Global Services, Global Product Marketing, Global R&D
- Bachelor's degree and 5-7 years' experience, with a track record of delivering in previous marketing roles
- Experience and interest in HVAC Control, Buildings Automation, Security and Energy Management industries is strongly preferred
- Strong experience with marketing launches, sales enablement in a B2C environment
- Minimum of 3rd level electrical/electronic engineering qualification