

## Junior Product Manager

In 1973, Karndean started life as a small family business. Now we are one of the world's most renowned and respected luxury flooring brands. We recognise our people as being the key drivers of our success and it's their passion and innovation that have allowed us to continue growing as a business.

We have an exciting opportunity for a Junior Product Manager to join us, working as part of the Product and Compliance Team. As Junior Product Manager, you will be instrumental in ensuring that our product offering meets end-user needs whilst bringing the company's vision to life.

### Key Responsibilities:

#### Commercial knowledge

- Understanding of products within a sub-set of specified ranges and how they fit within their markets including competitor offerings.
- Command of sales numbers, including profitability by product type / channel.

#### New product development

- Specify, develop and deliver new products to market that align with company and brand / channel strategies and meet end-user requirements
- Lead the entire product development process for assigned product sub-set, from defining requirements to collaborating with supply chain partners, global and local teams to ensure timely market introduction.
- Engage with customers, conduct user research, and gather feedback to integrate their needs into product development.
- Develop robust business cases for new products including sales forecasts and 3 year P&L models

#### Lifecycle management

- Manage products appropriately throughout lifecycle, including understanding sales trends, product and channel mix, stockholding, stockturn and impact on OTB
- Monitor market / competitor activity and interrogate available data (internal / external) to make informed product decisions, including contributing to shaping future roadmaps

#### Compliance

- Work closely with technical, quality and compliance managers to ensure product suitability and compliance across markets.

#### Sales & Marketing support

- As the product expert, ensure our value proposition is effectively communicated in the market, with appropriate content and tools

## Key Measures and Goals:

1. Development and delivery of new products to market in-line with company strategy
2. Management of product portfolio to deliver sales and margin budget

## Experience:

- 2+ years' working in a product management function (or commercially-focused roles within sales / marketing)
- Track record in full product-lifecycle management, including commercials / P&L
- Ability to extract actionable insights, using data and customer feedback to inform and drive decision-making processes
- Excellent communication skills and proficiency in working within cross-functional teams
- Creative thinker who can clearly articulate value propositions in an engaging, innovative way.
- Interest in design / interiors would prove helpful but is not a necessity.

## Our Company:

Karndean International UK is based in Evesham, Worcestershire across three sites with excellent facilities. We offer a huge range of benefits but here are some of the headlines:

- Competitive salary
- Flexible and hybrid working
- Employee discount
- 24 days holiday + a day off for your birthday
- Enhanced pension scheme
- Enhanced sick pay
- Enhanced maternity and paternity benefits
- Learning and development opportunities
- Paid Volunteering day
- Regular employee awards with up to £1,000 monetary prizes

As part of our company you will enjoy working with a team of incredibly passionate, fun people with opportunities to contribute innovative ideas directly to the executive leadership team and progress your career.

## How to Apply:

- Please send your CV and covering letter to [recruitment@karndean.co.uk](mailto:recruitment@karndean.co.uk)