

EPPC Albania on behalf of its client, is currently recruiting a **Product Manager**.

Major responsibilities:

- Responsible to check the potential of introducing new products, segments and innovative solutions in all the markets part of the Portfolio and drives end to end process up to product introduction in the market with all respective departments;
- Identify and negotiate with potential internal suppliers on all current and new products terms, offer, conditions, documentations, promotional materials, quantities, etc;
- Run regularly market research on products, pricing, trends, define and propose Pricing & Actions to be competitive in portfolio markets, including margin analysis in close cooperation with Sales team;
- Monitor all existing and prospective surrounding markets, identify appropriate business opportunities, develop and maintain professional relationships with all agents and clients;
- Responsible to monitor and report impact of the product/system performance and coordinate marketing/branding events, digital campaigns etc;
- Responsible to organize training/benchmark campaigns of application teams, distributors, architect groups, contractors, etc;
- Prepare and share the scripts per each new product to be launched to sales team;
- Manage and organize trainings of employees, Sales teams etc;
- Define, propose in cooperation with Market Managers, product sales targets, bundles/special offers, rebates and incentives based on targeted sales per product category, segment, system etc;
- Prepare all analysis, and reporting on product, pricing, margin, departments, market dynamics, customer dynamics on weekly, monthly and as per management requests;
- Resolves customer complaints by investigating problems related to product quality etc; propose solutions; and making recommendations to management aiming Customer claim resolution within approved KPIs and ensure customer satisfaction/loyalty;
- Propose individual and company projects with the focus on Sustainability. Promote systems and educate actively the market.

Requirements for this position are:

- **Bachelor's degree in Economics, Marketing, Architecture/Engineering;**
- **Minimum 5 years of experience in Product Management, Marketing, Sales (preferable within the construction/ manufacturing industry);**
- Good knowledge of Excel, Word & PowerPoint;
- Advanced problem-solving and market analysis;
- **Fluent in English Language is a must;**
- High level of organization and efficiency;
- Strong attitude toward teamwork as well as the ability to work independently;
- Sales Oriented with strong communication and negotiation skills.

How to apply:

To apply for this opportunity, please fill your application at:

<https://aplikim.eppc.al>

You will be contacted only if your CV will be qualified.