

Job Description

Job Title: Senior Product Manager

Department: Product Management

Location: London, United Kingdom

Reporting to: Innovation Development Director

WHO IS COLEBROOK BOSSON SAUNDERS?

Colebrook Bosson Saunders are international designers, manufacturers, and distributors of award-winning ergonomic products. We strive for new ways to enhance user experience through the seamless connection of people and technology.

We are driven by our desire to create the new and to be the first in everything we do. This is reflected in industry firsts from; Wishbone, the world's first flatscreen monitor arm, to Ollin, the world's first dynamic monitor arm that supports weights from 0 to 9kg.

Colebrook Bosson Saunders has been drawing on the varied and complementary skills of its founders Martyn Colebrook, Peter Bosson and Brenda Saunders since its inception in 1990. Their blend of architecture, product design and innovation, and furniture design created unique solutions that facilitate interaction between technology and furniture in the workplace. This distinctive approach redefined workplace ergonomics, and still influences how people sit and work with computers today.

With 65 employees globally, headquarters in London and 25 design awards (including 3 Red Dot Awards), design innovation remains at the heart of what we do.

GENERAL PURPOSE:

To be the product champion driving and developing key product lines and the strategic growth of the Colebrook Bosson Saunders product portfolio. Implementing systematic improvement activities and regular portfolio analysis to optimise sales and profits. Accountable for managing the portfolio in line with Colebrook Bosson Saunders and MillerKnoll group objectives. Being a critical leader for product, in respect to vision setting, understanding, advocacy and communication. Both internally at Company and matrixed Group level, and externally with users, customers, and dealer communities.

ESSENTIAL FUNCTIONS:

- Leads a team of Product Managers that are geographically based and have global reach.
- Directs ongoing analysis and leads the pricing strategy for the portfolio to provide greatest financial performance with support of others.
- Defines the analytical tools to deliver the insight required to make critical decisions for a group of products.
- Integrates with our people, networks, and communities to capture market data to support product related decisions.
- Develops, drives, and implements individual, multiple, or more critical product plans and strategy.
- Manages the product portfolio mix including regular gap analysis to understand opportunities for portfolio expansion.
- Manages the end-to-end lifecycle of the product lines or group of products, from introduction, through growth and decline.
- Provides recommendations & input on product rationalisation / simplification / discontinuation for product lines or groups of products.
- Monitors and measures product performance, changes in the strategic landscape and new market opportunities by keeping a sharp eye on the past, present, and future.
- Identifies and builds business case for new products, product extensions and/or new categories.
- Relentlessly seeks evidence in the form of data and insight to support project briefs and project development milestones.
- Responsible for the financial health of the product lines or groups of products including accountability for P&L.
- Sets direction, provides recommendations, and makes decisions in support of data management and systems used.
- Serves as a Core Team member within Product Development teams.
- Delivers product feedback to internal Group stakeholders on a regular basis.
- Supports and integrates product launch plans as appropriate within the group.
- Supports strategic sales opportunities and provides product updates to sales.
- Defines product sales support and training requirements.
- Supports the mentorship and development of talent at Colebrook Bosson Saunders.
- Performs additional responsibilities as requested to achieve business objectives.

QUALIFICATIONS:

To perform this job successfully, an individual must be able to deliver each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

EDUCATION / EXPERIENCE:

- Bachelor's Degree required. Bachelor's degree in Marketing, Business Administration, or Interior Design preferred.
- Master's Degree preferred.
- Excellent understanding of product management best practices and processes, typically gained through 6-8 years of experience in product management/product marketing or related experience.
- 3+ years of project management, leadership, or management experience.
- Familiarity with the contract furniture industry and/or experience with Worktools category is preferred.
- Multi-channel familiarity, including retail and D2C routes to market, is beneficial.

SKILLS AND ABILITIES:

- Applies understanding of CBS' channels, including dealer and/or retail, and understanding their main functions (sales, design, and operations) to develop product strategies for multiple products.
- Demonstrated knowledge and experience, including business, financial, manufacturing, and purchasing acumen. Comfortable directing knowledge into critical decision making, to optimize the return for one or more products.
- Demonstrated analytical and project management skills. Ability to develop a plan and manage activities for a large cross functional project. Ability to get alignment, secure resources, and manage activities of project.
- Prior product platform team and market research experience.
- Good understanding of operations, production, supply management, full value stream.
- Demonstrated entrepreneurial streak, included managed risk-taking and design literacy.
- Ability to manage multiple concurrent responsibilities and work in a constantly changing environment. Demonstrated ability to manage multiple major projects and priorities simultaneously and meet deadlines.
- Demonstrated high proficiency in written, verbal and interpersonal skills to communicate information, ideas, procedures and processes in a logical sequence; at a level appropriate to the audience and resulting in effective working relationships.
- Proven mentoring, people development, and leadership skills, including experience leading cross functional development teams.
- Excellent networking skills. Building a network within the matrixed Group is essential to identifying opportunities to engage, collaborate and learn, across diverse functions.
- Understanding of the processes and tools used within the MillerKnoll Group i.e., PDM workflows, Field Lounge (Omni) Bulletins, Syteline, EOS, Salesforce, Business Objects.
- Demonstrated ability to effectively use office automation and communication software and tools currently used in the MillerKnoll Group office environment.
- Willingness to travel to MillerKnoll / customer sites.

PHSYICAL DEMANDS:

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Must be able to perform all essential functions of the position with or without accommodations.

To apply please send your CV to: cbs_recruitment@cbsproducts.co.uk