

## Job Overview

**Title:** In Market Product Manager  
**Reports to:** Sr. VP Product Management and Marketing  
**Works with:** Global Product Management and Marketing Team  
**Location:** Harrow, UK  
**Type:** Full-Time

## Job Summary

As a Product Manager for in-service products, you will find yourself joining a dynamic and international environment and working with cross-functional teams to design, build and roll-out products that deliver the company's vision and strategy. You will join to the RACAL Acoustics Product Management team in Harrow and be responsible for managing a broad portfolio of in-service headset products across RACAL's current markets.

## Primary Responsibilities

- Be the in-service product champion for internal and external customers
- Be the "place to go to" for product information, data and technical enquiries
- Contribute product information to tenders, bids and proposals
- Work with customers to define new product variant requirements, and prepare business cases
- Work with engineering to deliver customized product samples that meet customer needs
- Work with operations to identify long-lead time items and recommend stock levels
- Maintain good relationships and partnership with all 3<sup>rd</sup> parties
- Monitor in-service product cost, margins and sell price
- Plan and manage product lifecycle, obsolescence, and associated end of life activities
- Monitor market trends, competition landscape, and sales performance
- Support Product Marketing in preparation of marketing events, tradeshow etc.
- Provide product Training and Training Support
- Create support material: Presentations, Data sheets, Instructions
- Occasional travel, joint customer visits, shows and exhibitions with sales personnel

## Qualifications, Education & Previous Experience Requirements

We are looking for a candidate who has previous technical and commercial experience from an electronics, communications, or military equipment company. You are a positive and committed self-starter, structured, goal-oriented and possess a solid commercial understanding. You have a well-developed sense of ownership and come across as a likeable and trustworthy professional. You are a strong team player and have a very healthy sense of humor. You will be based at our office in Harrow, UK.

The following will enhance your candidacy:

- Technical qualification in electronics engineering and/or communications discipline preferred
- Experience in technical sales and/or marketing
- Be able to demonstrate a good understanding of electronics and radio systems with a background in communication equipment and/or hearing protection
- A profound interest in technical products
- Good problem solving skills
- Able to operate autonomously
- Ability to project-manage multiple tasks effectively
- Adaptable with strong can-do attitude
- Experience in managing all aspects of a successful product throughout its lifecycle
- Strong interpersonal and presentation skills (oral and written)
- Excellent communication skills and fluency in English, both written and oral
- Proficient user of Microsoft Office

**Racal Acoustics Ltd, part of the INVISIO Group is recruiting an In-Market Product Manager.**

Would you like to be part of an innovative high-tech Company with an expanding portfolio for the Defence and Security industry?

We are now looking for an In-Market Product Manager to join our Product Management and Marketing Department. We offer you a challenging job in a highly enthusiastic and international atmosphere. With us, you will develop professionally as well as personally.

## **What we offer**

Racal Acoustics offers an independent and demanding job in a fast-growing high-tech Company in a highly enthusiastic and international atmosphere. In this job you will gain big influence on your workday and on how things are done in general.

As Racal Acoustics develops rapidly you will constantly be challenged and be able to develop professionally as well as personally. Racal Acoustics has a culture where high transparency, competency, teamwork, and employee satisfaction is in focus and where everybody has a high degree of freedom as we trust everybody to do their outmost.

## **About Racal Acoustics Ltd**

Racal Acoustics has a long history in the design, development, and manufacture of hearing protection focused audio ancillary equipment for the world's military market. Racal Acoustics is part of the INVISIO Group.

## **Our Capabilities**

Our design, engineering, manufacturing, prototyping, and supply teams work collaboratively to develop, deliver and support the current and future audio ancillary needs of our customers. Product concept, design, prototyping, test, manufacture, and verification are integral aspects of our full product development and integration process.

## **Our History**

Our pedigree can be traced back as far as 1911, during the pioneering days of radio communication. From these origins, we have continued to innovate our products to meet ever-increasing demands for advanced technology within an evolving marketplace. Read more at [www.racalacoustics.com](http://www.racalacoustics.com)

## **About INVISIO**

INVISIO develops and sells advanced communication systems with hearing protection that enable professionals in noisy and mission critical environments to communicate and operate effectively. The Company combines insights in acoustics and human hearing with broad engineering know-how in software, materials technology, and interface, among others. Sales are primarily via a global network of partners and resellers, as well as from the headquarters in Copenhagen and the sales offices in the USA, France, and Italy. INVISIO's registered office is in Stockholm, Sweden, and the Company's share is listed on Nasdaq Stockholm (IVSO). Read more at [www.invisio.com](http://www.invisio.com).

Please send your CV to [sinead.moss@racalacoustics.com](mailto:sinead.moss@racalacoustics.com)

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