

Full job description

The scientific team at HORIBA UK is expanding!

Do you have a good understanding and knowledge of Raman, AFM and/or optical spectroscopy?

Have you delivered product demonstrations to large scientific audiences? Perhaps to academic or industrial fields such as energy materials, semiconductors, chemical processing, bio/life sciences?

HORIBA UK is looking for a Regional Product Manager who will be the subject matter expert on AFM, Raman spectroscopy and other Optical spectroscopy. You will work closely with the Business Development team by providing technical support on quotations and tender response.

Main responsibilities

- Perform product demonstrations and sample analysis to support new sales opportunities.
- Develop value propositions, sales tools, proof materials, arguments, and competitive product analysis for the AFM, Raman and optical spectroscopy products.
- Ensure that teams have appropriate AFM, Raman and optical spectroscopy product information, technical specifications and resources, proof material and customer/market/product direction to sell products effectively within the UK market.
- Develop counter arguments to Raman and optical spectroscopy competitors' sales arguments and marketing material and become an expert with respect to the competition.
- Develop, enhance and document AFM, Raman and optical spectroscopy product and positioning strategy.
- Develop and drive market-led product-focused marketing campaigns for the AFM, Raman and optical spectroscopy portfolio that align with HORIBA UK's strategic drivers and global megatrends.

- Support the Regional Sales, after sales service and market development team with in-depth technical knowledge on markets, applications, products and competitors

Essential criteria:

- Strong experience of AFM, Raman and optical spectroscopy.
- Good understanding of the applications of AFM, Raman and optical spectroscopy to typical industrial and academic fields, including (but not limited to) energy materials, materials science, semiconductors, chemical processing, physics, and bio/life sciences.
- Awareness of Product Management, Product Marketing or Product Specialist skills.
- Bachelor's degree (or higher) in life sciences or physical sciences.
- Excellent presentation skills and experience of presenting in front of large scientific and/or senior management audiences.
- Strong commercial awareness and understanding.
- Ability to work within a global matrix style organisation.
- Ability to influence and manage direct and indirect stakeholders.
- Strong Microsoft office user (PowerPoint, Excel, Word)

If you believe that this is the job for you then click apply!

HORIBA UK offers private medical care, medical cashplan, company pension, shopping discounts and so much more!

Job Types: Full-time, Permanent

Pay: £42,000.00-£50,000.00 per year

Benefits:

- Company pension
- Cycle to work scheme
- Private medical insurance
- Store discount
- Work from home

Schedule:

- Monday to Friday

Ability to commute/relocate:

- Northampton NN3: reliably commute or plan to relocate before starting work (preferred)

Application question(s):

- Do you have the right to work in the UK?
- Do you or will you in the future, require sponsorship to work in the UK?

Education:

- Bachelor's (preferred)

Experience:

- AFM and Raman: 2 years (preferred)

Work Location: Hybrid remote in Northampton NN3