



RMIG

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EuropeanSearchCompany
Human Capital Consulting



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GROUP PRODUCT MANAGER – GLOBAL SUGER INDUSTRY

RMIG is the world's largest manufacturer and supplier of perforated and expanded metal products

The main focus is to provide innovative solutions for the processing and architectural markets

RMIG has local representation in 13 countries across Europe and sales in over 70 countries

The company was established in 1901 and is owned by the Rich. Müller Foundation. RMIG employ 450 skilled professionals

The company headquarters are located in Copenhagen, Denmark.

The production capacity exceeds 80.000 tons of steel/7,000,000 m2 p.a.

RMIG Group is financially sound and the annual revenue totaled 90 MEUR in 2015.

RMIG is seeking an experienced Group Product Manager with excellent commercial judgement and technical knowledge to secure and support our further growth in markets outside Europe.

As Group Product Manager, you will be responsible for developing and consolidating RMIG's position in the global sugar industry by generating sales growth with both existing and new customers. Your main task will be to explore new market potential, identify and establish contact to new potential customers and partners including distributors, and negotiate contracts with these.

You will refer to the Group Sales & Marketing Director and have the full product and market responsibility for the global sugar industry. You will be located in our HQ in Ballerup, Copenhagen, but since your responsible markets will be outside Europe you will be travelling frequently.

Duties and responsibilities:

- Develop and execute sales strategy, product concepts, budget and plans
- Implement new business plans in cooperation with the sales development function
- Explore and develop new business opportunities outside Europe
- Expand the distributor network outside Europe
- Coordinate sales to OEMs in Europe and machinery manufactures in China
- Key account management of most important customers
- Provide global market intelligence and competitor reports to Management.
- Represent RMIG at selected fairs in Asia and Brazil



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Qualifications and requirements:

- Minimum 5 years' experience in export and international market development. Specific knowledge about China and South America will be a benefit
- Skills within B2B sales and marketing, preferably within the metal or steel industry or related products
- English at a level to allow negotiation
- Technical understanding
- Good understanding of different cultures and the ability to adapt to them
- Self-driven
- Strong interpersonal and presentation skills
- Proactive, innovative, energetic and target oriented
- Ability and willingness to travel extensively (>85 days a year)

Contact

If you have any questions, please contact Torben Schiermer at European Search Company; +45 2965 1105.

If you are interested in applying for the position, please send your CV and a motivated application to; ts@europeansearch.dk att: "Group Product Manager - RMIG"