

## **Product Development Manager**

Northgate Vehicle Hire are the largest providers of LCVs to business in the UK. Our rental services range from short term rental to long term strategic fleet solutions for large blue-chip household names. Our 50,000 fleet comprises the full range of LCVs many of them built and liveried to our customers exact specifications. In recent years we have taken steps to broaden our product offering to our customers by introducing services such as telematics, accident, and fleet management. We have an ambition to continue growing this portfolio further to achieve our vision of being the leading supplier of mobility solutions and automotive services to a wide range of businesses and customers.

As part of this drive we are seeking to recruit an additional Product Development Manager into our growing Product Development team. This role will be responsible for identifying and delivering new products and propositions for existing and new B2B markets. These products will need to maximise profitability for the business whilst ensuring a strong customer experience and sustainable competitive position in the marketplace. The role will own the vision for the portfolio of products they are responsible for, working with stakeholders to make sure that vision aligns with the broader business strategy.

### **The Role:**

- To source and leverage market and internal insight and feedback to identify new product and market opportunities.
- To design and “bring to life” new products ideas and enhancements by defining the customer proposition, process and policies, commercial/pricing model, and implementation requirements.
- To own the production of business cases and proposals which support and rationalise any newly proposed initiatives.
- Work with key stakeholders across the business to make concept a reality, ensuring what is delivered reflects the vision.
- To work closely with the Marketing and Sales functions to ensure a robust and effective go to market strategy is in place to support all new product launches.
- Responsible for ensuring all new products and propositions have sustained success through continuous improvement and iteration based on internal and external feedback.
- Support the Head of Product Development with shaping the overall Product Development Strategy and 5-year plan.

### **Your skills:**

- Proven track record in owning new product development and innovation
- A clear understanding of product life cycle management with strong experience in the following:
  - Market/customer research and analysis
  - Strong presentation skills and ability to tailor to relevant audience
  - Highly organised and motivated with good interpersonal and influencing skills both directly and cross-functionally
  - Highly innovative and strategic, ability to act decisively on opportunities or problems

This is an amazing opportunity to join one of the Organisations’ most progressive and exciting teams. Send your CV and apply today!