

Product Development Executive

Northgate Vehicle Hire are the largest providers of LCVs to businesses 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 a Product Development Executive into our growing Product Development team. The Product Development Executive will assist the Product Development Manager in 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 involves maximising the portfolio of products in line with the company vision and broader business strategy.

The Role:

- To obtain market and internal insight and feedback on our range of fleet solution products.
- To maximise the existing product offering through product enhancements and customer journey improvements.
- To support in the design of product specific sales training resources in order to market our offering to our customer base.
- To assist in the production of business cases and proposals which support and rationalise any newly proposed initiatives.
- 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 and enhancements of existing products.
- To manage relationships with 3rd party partners to ensure that products are supported and developed in line with changing market conditions.

Your skills:

- Proven exposure to product development and innovation

An understanding of product life cycle management with skills in the following:

- Market/customer research and analysis
- Good presentation skills
- Highly organised and motivated with good interpersonal and influencing skills both directly and cross-functionally

- Proficiency in excel
- Ability to be self sufficient in running analysis across products

Desirable:

- Experience of working in a Sales or Marketing function with a passion to work in a centralised product role.
- Experience of the LCV rental market and the wider product portfolio available to owners and renters of these vehicles.

If you would love to join our amazing team in Reading/Darlington as a Product Development Executive, we encourage you to find out more. Apply today via our website.