



REGIONAL PRODUCT MANAGER FOR REGION EUROPE EAST (F/M/X)

The region Europe East is a highly dynamic area on the Blum map and stretches from the Baltic states to Cyprus and from Poland to Kazakhstan, covering six time zones. Through years of intensified market development, strong relationships have been established in the region's markets, particularly with distribution partners.

Did you know that we supply our products in over 30 markets in the region Europe East with over 700 employees?

We serve our customers in Europe East in different ways: we established 10 subsidiaries, work with longtime partners on a representation basis in 7 markets, cover certain areas by consultants as well as with direct deliveries.

It is because of the cultural diversity in the region and the special characteristics of all markets that we actively use the synergies within the region and benefit from the cooperation among each other. We are already actively doing this and will continue to establish the regional identity of Blum in Europe East in the future.

To strengthen our regional focus, we are looking for an ambitious and creative individual with a passion for our products to fill the exciting position of **Regional Product Manager Europe East** (RPM). The RPM is an active link between our headquarters and the subsidiaries/representatives, and acts as a spokesperson for the region in all product management matters.

YOU WILL

- ... be responsible for range management for the region in line with our central product and range policy
- ... be responsible for coordinating market launches and phasing out products in the region
- ... carry out regular portfolio analyses and communicate regional range expansions/adaptations relating to the market and market requirements to product management and sales management at the headquarter
- ... develop regional marketing strategies based on the central marketing strategy

WE

- ... are looking for candidates who are familiar with the regional structures - it is a plus if you know the product world of Blum from a sales perspective
- ... value a market and customer-oriented approach – experience of product launches and developing portfolios would be advantageous
- ... are looking for someone with good communication skills who can cooperate across departments in a matrix organisation and possesses the intercultural skills required to work in this context
- ... need someone who takes a targeted and structured approach to their work
- ... expect you to have a very good command of English and be willing to travel as the role requires - additional

languages relevant for the region is a plus

WORK ORANGE (REGIONAL)

- ... means to work in specialized expert teams and develop the best possible solutions for the sales organizations in the region
- ... means to maintain a professional exchange with Blum Global as the framework provider and to actively bring in and sustainably anchor the regional perspective here
- ... means taking a down-to-earth and open approach in our dealings with one another – with an absolute focus on all arising professional topics
- ... means moving forwards together – a tailored induction and further training are a matter of course
- ... means a modern working environment – with flexible workplaces and digital tools
- ... means learning from one other – we benefit as much from experience as we do from fresh, new ideas

Julius Blum GmbH

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Legally binding note: The actual salary is above the metalworkers' collective agreement and is based on professional qualifications and experience as well as the Vorarlberg labor market.