

Product Manager

An abstract graphic featuring a large, flowing teal shape that curves from the top right towards the bottom left, set against a dark grey background. The teal shape has a smooth, organic edge, resembling a stylized 'P' or a swoosh.

Product Manager

Competitive salary and benefits package on offer, within an employee-owned organisation.

Full time hours (37.5 per week)

Closing date: Monday, 13th of May 2024

The ABER Instruments commercial team is looking to grow with the addition of a Product Manager. Based in Aberystwyth, we are an employee owned company with over 30 years experience making monitoring instrumentation for the brewing and biotech markets. All our employee owners are committed to providing excellent products and services. Our website has more information about our products, history, ethos and values.

In joining us at this exciting time in our development, you will receive a generous benefits package including a competitive salary, a twice yearly profit share, a holiday entitlement of 20 days, increasing to 26 days with service, plus Christmas closure leave and bank holidays, as well as flexible working and a generous pension. Following probation, colleagues are gifted 1000 shares, receive income protection, life insurance, access the cycle to work scheme and can purchase additional shares.

The company is an established, global market leader constantly working to innovate and expand our product portfolio, with bases in the U.K and the U.S. We count many of the world's leading biotech and brewing companies as valued customers.

Main purpose

The Product Manager will be responsible for managing the product life cycle, defining product improvements, and translating business strategy needs into product development. The Product Manager will be the voice of the customer and will be responsible for defining customer requirements and creating a go-to-market strategy, including pricing and volume forecasts, early access programs, app notes, and marketing strategy. The Product Manager will also ensure successful ROI for product development and understand the competitive and market landscape.

Duties to include

- Manage the product lifecycle from NPI to end-of-life.
- Define the most beneficial current product improvements and set implementation priorities.
- Translate business strategy needs into product development roadmaps.
- Act as the voice of the customer and define customer URS.
- Develop and implement go-to-market strategies, including pricing, volume forecasts, early access programs, app notes, and marketing strategy.
- Act as the voice of the product, delivering talks, webinars and posters. Also providing commercial training to distributors and partners.
- Create tools for marketing, sales, distributors, and OEMs.

Current Vacancies

www.aberinstruments.com

- Ensure successful ROI for product development through KPI tracking.
- Understand the competitive and market landscape and conduct competitor intel and SWOT analysis.
- Define core value propositions for the technology.

Knowledge, Skills and Experience Required

Essential

- A scientific background (or direct PAT sensor experience) MSc or PhD preferred.
- Understanding of biotechnology industry and bioprocessing solutions would be beneficial.
- Minimum 2 years product related experience.
- A clear sense of application and customer value creation.
- Strong communication and presentation skills.
- Scientific Writing skills are beneficial.
- Willingness to travel nationally and internationally.
- Location Aberystwyth, minimum 3 days a week.

Desirable

- An understanding of employee ownership and culture.

To apply, please send your CV and covering letter detailing your skills and experience to hr@aberinstruments.com by Monday, 13th of May 2024. For an informal discussion please call Christina on 07483 044699.

To apply please send a CV and Cover Letter by email to: hr@aberinstruments.com

Aber employee benefits at a glance

As part of Aber's commitment to making the company a great place to work and to reward our employees for their contribution and hard work, we offer the following benefits.

1000 gifted shares on completion of probation period



ABER profit share



Flexible working



Peace of mind if you die in service
(4x salary for your family)



Income protection scheme
(75% of salary)



Opportunity to buy further
ABER shares



20 days increasing to 26 days (UK based) holiday plus bank holidays with additional shutdown between Christmas and New Year



Opportunity to influence how the company grows and operates through an employee council.



ABER contributes 8% towards your pension scheme, while you contribute just 3%



Cycle to Work scheme

