



PR/158615 | Product Manager

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1523284

Industry

Restaurant, Food Service

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

February 25th, 2025 10:27

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

COMPANY REVIEW:

Based in Singapore, a rapidly growing company that manufactures and distributes a variety of products under a popular brand. These products include high quality, innovative ingredients for natural taste and sensory solutions, colors, food protection and hop products for the food and beverage industry . They are looking for Business Unit Product Manager to contribute for the success of their strategy in Asia.

JOB RESPONSIBILITIES:

- In coordination with the Global Food Business Unit Directors and BUs teams, guide, develop and execute business strategies for Food BUs products in Asia targeting key application and customers, including pricing (%GM targets),

product positioning, promotion & advertising.

- Use leadership and influencing capabilities to execute on the food BUs growth strategy by working alongside and through the Asia Sales Team and Channel Partners as well as through direct customer contact.
- Oversee the desired pipeline value for food BUs and bring awareness to gaps for realizing sales revenue and gross margin (\$ and %) in Asia as well as solutions for correcting. Support the Regional Sales Director to convey the right message to the Account Managers and the Channel Partners and make sure central BUs provide the needed support.
- In coordination with the Global Business Unit Directors, be responsible for technical training of Asia sales team regarding the food protection, Taste and Colors product lines offerings and ensure proper positioning. Be an advocate within Asia marketing team for food BUs and a bridge to the global marketing team.
- Select and prioritize the key products that require regulatory approval in countries supposed to drive the Business growth.
- Responsible for identifying portfolio gaps for new product development and/OR development of Applications Expertise. Utilize sales, marketing and competitor insights to develop the gap analysis.
- Gather and analyze marketing and competitive information relevant to the product line including consumer insights and market trends, pricing, competitive analysis, sales, regulatory environment and market/product positioning.
- Support Global Business Unit Directors Regional reporting to make sure that Asian Results and needs do have the right attention

JOB REQUIREMENTS:

- Bachelor's Degree in Food Science/Technology or business or equivalent combination of education and commercial experience in the food industry
- 6 - 9 years of food industry experience in Sales & Marketing or Product Management.
- Being able to work remotely
- Willingness to Travel: Open to traveling as required for the role.

Company Description