

# Product Manager

## Ingredients Plus.

- Great Culture - our people are our most valuable asset.
- Dynamic Team - fun, energetic and supportive
- Career Opportunity - with growing company
- Immediate start!

## ***Join our Vibrant Team as an Product Manager - Unleash Your Potential in the Ingredients Industry!***

Are you ready to take your career to new heights and become part of an exceptional company? Look no further than Ingredients Plus, a leading distributor of ingredients to the Beauty Care, Health Care, and Homecare Industries in Australia and New Zealand. We are passionate about providing flexible, reliable, and trusted solutions, and we believe that success is achieved through continuous innovation, enduring partnerships, and a dedication to exceptional service.

## **The Ingredients Plus Difference**

At Ingredients Plus, our secret ingredient is the passion and desire for success that drives our team. We are united by innovative concepts and a commitment to serving our customers with excellence. Reporting to the ANZ General Manager, this role will be an integral member of our commercial team & will be instrumental in our next phase of business growth.

## **Key Responsibilities**

In this exciting role, you will have the opportunity to:

- Manage and grow principles through;
  - Develop, implement strategy and plan for new beauty care product ingredients for IP.
  - Prepare annual sales and gross margin budget by principle/product.
- Participate in the P&P Process (stocking/supply/forecasting)
- Manage stock to meet SLOB (Slow moving and obsolete inventory or stock) and expiry targets.
- Lease with principals in regard to orders in extinguish circumstances.
- Develop, communicate and drive strategy to account managers and stakeholders to deliver the optimum solutions for customers.
- Effectively develop, communicate & execute Principal Plans.
- Propose, Prepare & Launch campaigns for Account Managers including pricing strategy. Track feedback & conversion. Course correct as needed.
- Ensure efficient & effective stewardship of products regarding sampling, collateral, regulatory, Complaint handling.
- Ensure training of products & applications for account managers.
- Prepare and achieve annual sales & gross margin budget for principals.
- Help organize and participate at tradeshow/seminars/functions.

- Collect market intel on customer/competitor/market activities relating to principals.
- Develop effective advertising campaigns and social media initiatives.

## **About You**

- Experience managing key principles, in the ingredients industry.
- Tertiary Science, business or marketing Degree
- Agile and creative mindset.
- Professional and effective Communication Skills (Presenting, Writing, Oral,)
- Strategic Thinking, Product-Marketing, Financial Acumen
- Relationship Building, Problem Solving, Decision making, Innovative Planning, Organizing, Prioritizing.
- Technical/Industry/Product/Market Expertise
- Drive & Energy, Resilience, Results Orientation
- Integrity, Reliable, Committed, & Team Player
- Strong analytical skills.
- High level of commercial acumen, including P&L management and data analysis.
- Proven negotiation ability and PC literacy.
- Driven go-getter seeking career growth in a global business.

## **Benefits and Culture**

At Ingredients Plus, we value and reward our exceptional team members. When you join us, you can expect:

- A competitive remuneration package, including a vehicle allowance.
- A comprehensive induction and training program designed to set you up for success.
- Competitive quarterly incentive bonuses that recognize your contributions.
- A fantastic team culture that promotes collaboration, support, and camaraderie.
- Ample opportunities for career advancement within our growing team and company.

In return for your experience and expertise, we offer a working environment that is not only fun and professional but also clean and engaging. Our team-building events and strong employee engagement plan ensure that you'll feel valued and connected every step of the way.

## **Take the Next Step in Your Career - Apply Today!**

If you possess the drive and passion to succeed and are eager to advance your career, seize this opportunity to join Ingredients Plus. To apply, click on the apply button or connect Natasha via LinkedIn. Together, let's unleash your potential and create a future filled with growth and success.