



Position: Technical Product Manager

Active Environmental Solutions (AES) is seeking a dynamic and driven Technical Product Manager to join our team of AES Technical Solutions experts. AES proudly represents key industry names in instrumentation in the Occupational Hygiene, Industrial Safety and Connected Solutions markets. We invite you to become part of our respected team.

Location: Melbourne

Core Responsibilities:

- Manage supplier and product categories within Occupational Hygiene, Industrial Safety and Connected Solutions product segments.
- Drive product and business planning processes across cross-functional teams.
- Analyse customer needs, market trends, and potential partnerships to inform decision-making.
- Develop and execute go-to-market strategies for new product ideas.
- Create and maintain product timelines across multiple departments.
- Oversee all stages of the product lifecycle, including market research, competitor analysis, planning, positioning, requirements, roadmap development, and product launch.
- Develop comprehensive product strategy documents covering business cases, high-level use cases, technical requirements, revenue projections, and ROI.
- Manage existing technical product ranges and provide performance tracking reports against key metrics.
- Foster and manage supplier relationships within the category.
- Ensure cross-functional team alignment with product goals, facilitating collaborative product development and implementation.
- Develop and maintain pricing strategies to maximise category growth through market pricing research.
- Align category strategy with marketing plans for each channel.

Skills and Experience:

- Proven experience in product management, technical engineering sales, and/or business development.
- Proficiency with relevant PC software, including the Microsoft suite and web applications.
- Comprehensive knowledge of diverse marketing techniques.
- Strong price modelling and forecasting skills.

- Demonstrated success in building and maintaining business relationships.
- Financial and data analysis expertise.
- Proactive and self-motivated work ethic.
- Resourceful, independent, and capable of exercising initiative, judgment, and discretion.
- Ability to work under pressure, juggle multiple tasks, and meet tight deadlines.

If you are a team player ready to drive product excellence and business growth, we would love to hear from you!

Please send a copy of your CV and a cover letter addressing why you would like to apply for the role to hr@aesolutions.com.au