

Handicare is recruiting three commercially driven Global Product Directors

Three global roles, each leading a specific product segment! Based in the US, Sweden and in the UK or the Netherlands.

Handicare offers solutions and support to increase the independence of disabled or elderly people, and to enable them to live an active life — on their terms — and to facilitate for their care providers and family.

We are a global company with sales in more than 20 countries and are a market leader in this field. The head office is in Stockholm, Sweden, and manufacturing is located at six sites distributed across North America, Asia and Europe. In 2017, revenue totalled MEUR 285.

We are a team of some 1150 employees and are passionate about what we do. Our commitment is tied to a strong belief that our efforts make a difference in the lives of individuals. We are also driven by the ongoing need to continuously improve, enhance and develop our solutions. We are “Making everyday life easier”!

We are therefore investing in a series of new capabilities, among them Global Product Management, to maintain our leadership position in the markets we choose to compete in.

Reporting to the VP of Global Product Management, these roles will give you an opportunity to grow in a truly international company with strong values.

The roles are based in our main locations, each role covering a product segment.

- **Product Director, Stairlifts.** The role will be based in UK (Birmingham) or The Netherlands (Amsterdam)
- **Product Director, Ceiling Lifts and slings.** The role is based in the US (St. Louis)
- **Product Director, Mobile Lifts, Transfer products & Bathroom Safety.** The role is based in Sweden (Stockholm)

The key responsibilities of the roles are to:

- Act as the CEO for the product segment
- Be responsible for managing the global product- and aftermarket strategy for the market & product segment
- Define upstream marketing strategy as well as downstream global plan
- Responsible for managing the product segment to meet the financial targets, short and long-term. Own the product roadmap.
- Be responsible for the price, cost and margin of the products. To analyze financial product data and to initiate and manage activities for improvements
- Actively participate in, drive and support the budget process.

- Collect and analyze market segmentation data as well as to create the customer value proposition by understanding the business of the customer, the market segment and the competitive landscape for the product
- Be the key information channel of product information and support local Marketing, Sales, Product Development, Operations, Quality, Purchasing and Finance with market and product related information.
- Lead new product launches with sales and marketing
- Identify and prioritize new products/services, improvements of existing products/services and termination of products/services
- Follow medical legislation trends and future requirements

Your background:

You have a Marketing degree/MBA and preferably some basic Clinical and/or an Engineering degree. We see that you have a minimum of ten years of work experience from the medical device industry and experience from working in a global company, preferably with experience from Global marketing /Product management.

You have great knowledge in Power Point, Word and Excel.

Your English is fluent, both written and spoken. Any other language is a merit.

To apply

We are looking forward to receiving your application (in English) as soon as possible or at the latest on the **20th of January 2019**. Selection and interviews are ongoing, so hurry up, the position may be assigned earlier. For more information about Handicare, the role and to apply, please contact Group HR Director Kajsa Palmgren, +46(0)8 557 622 12 or kajsa.palmgren@handicare.com

For more information about Handicare, please visit www.handicaregroup.com.

We are looking forward to hearing from you!