

**Position:** Product Manager  
**Reports to:** Category Management Director  
**Contract Type:** Permanent  
**Salary:** Depending on experience  
**Location:** Remote

## Overview

We are looking for a Product Manager on a permanent, full-time basis. This is a key role as your focus will be the development and delivery of Fortus's 'go to market' proposition. This role is a critical conduit between key vendor partners, internal stakeholders and the customer-facing sales teams. The Product Manager's role is to ensure that the product proposition, pricing, marketing and stock management position is optimised for success.

## Key Responsibilities

- Develop and execute vendor and product strategies across selected brands.
- Monitor and manage stock profile across multiple branches. Working closely with the Purchasing team to support effective stock allocation.
- Ensure effective pricing strategies are in place that enhance the competitive position across each brand, ensuring margin optimisation
- Drive sales and margin growth across all key brands.
- Manage regular communication with suppliers regarding orders, pricing and product updates.
- Stay updated on product changes, new technologies, and industry trends. Communicating these updates to internal stakeholders with input from the Marketing team when required.
- Manage excess and slow-moving stock regularly and give recommendations on how to sell through via campaigns, promotions and price management.
- Ensure product data is accurate for all live brands.
- Monitor and drive vendor rebate performance ensuring commercial output is optimised.
- Ensure supplier performance and point of sale reporting is made available and is regularly reviewed to optimise supplier performance.

## KPIs

- Gross margin optimisation across selected brands across product groups.
- Revenue growth by category and brand
- Stock turnover – inventory is effectively managed to optimise working capital investment.
- Stock availability.
- Product lifecycle performance.
- New product and new vendor introductions driving improvements in range and performance.

## Skills, Knowledge, and Qualifications

- Product management experience, preferably within a distribution environment.
- Strong commercial acumen and a results driven high performance record.
- Strong understanding of operating within a distribution sector.
- Experience within the security industry.
- Ability to demonstrate strong analytical skills using data tools.
- Ability to work cross-functionally with sales, operations and commercial teams.
- Excellent stakeholder management and communication skills

A Full UK drivers' licence is required due to travel responsibilities.

## What we can offer you:

This is a full-time, permanent role. Your working hours will be Monday to Friday 08:30am – 5:00pm, 40 hours per week.

- Competitive salary
- 20 days annual leave plus bank holidays
- Auto enrolment Pension Scheme
- Full training

## About Fortus

We are Fortus.

We're incredibly proud to be Europe's fastest-growing security distributor, and we're just getting started! Our branch network now stretches across the UK, Ireland, and the Netherlands.

We provide high value add solutions to our installation partners across our CCTV, Fire, Access, Intruder, Gate Automation and Monitoring divisions.

We work as a valued partner with some of the world's most innovative brands and solution providers including Hikvision, Paxton, Pyronix, and Apollo. We're proud to supply their products, all backed up with a combination of our team's vast real-life experience with unsurpassed product and technical knowledge.

We are Fortus. We're here to change the game.

Future. Secure.