

# UK Product Manager



Lathom, West Lancashire (hybrid working with nationwide travel)  
Up to £65K per annum + benefits

[www.NSG.com](http://www.NSG.com)

[www.Pilkington.com/Careers](http://www.Pilkington.com/Careers)



## WHO ARE WE?

The NSG Group is a global leader in glass manufacturing in three business areas: Architectural, Automotive and Creative Technology. Our mission is to be the global leader in innovative high-performance glass and glazing solutions, working safely and ethically with a vision of **Changing our Surroundings, Improving our World.**

NSG has a goal to achieve carbon neutrality by 2050 and aims to achieve a 30% reduction for GHG carbon emissions from our manufacturing processes by 2030. We are committed to building a truly inclusive and equitable working environment where we can all feel able to be our true selves.

In the UK we manufacture and distribute float, rolled and coated glass under the Pilkington brand name.

## THE ROLE

An opportunity has arisen for a Product Manager within the Architectural Glass UK business. The purpose of the role is to manage the AG UK product portfolio to increase profitability and grow Value Added product sales. The UK Product Manager will evaluate the marketplace and liaise with customers and colleagues to identify opportunities for new products or product developments and manage their launch within the UK & Ireland. The successful candidate would preferably be based at our UK Head Office in Lathom, with the opportunity for hybrid working arrangements. You must have the ability to travel within the UK to visit customers.



Key responsibilities include:

- Manage the existing product portfolio including change management, rationalisation, and new product/process introductions to maximise profitability. This includes online pyrolytic coated products, offline sputter coated products, spray coated products and rolled texture products.
- Initiate and coordinate the New Product Launch process to ensure successful introduction to the market.
- Review the market, routes to market and customer sales data, to provide market insight for the purpose of strategy formulation and development.
- Understand the requirements of Upstream and Downstream customers from both an internal and external perspective to assist in Business Development, planning and forecasting and strategy reviews.
- Contribute to AG UK Commercial implementation of the NSG Group Medium Term Plan, specifically in the areas of Business Development, Digitalisation and Decarbonisation
- Continuously update our knowledge of competitor products and communicate as appropriate.
- Analyse market trends and technology to ensure our range of products are correctly positioned.
- Identify new product and other opportunities and ensure that they are incorporated into the strategy planning, in order to develop new Value Added sales growth and improve the profitability of the business.

## WHAT ARE WE LOOKING FOR?

Extensive product knowledge is required, along with a growth mindset. You must possess excellent communication, presentation and influencing skills in order to form effective relationships and contacts. The following competencies will be key to success:

- **Customer Focused:** Collaborates with customers to develop initiatives that are focused on mutual business success.
- **Innovation & Change:** Inspires and generates innovative ideas and solutions to enhance business results.
- **Strategic Thinking:** Recognises underlying patterns and trends both locally and globally that impact the business and strategic priorities.

## BENEFITS

- 25 days holiday plus bank holidays, with opportunity to purchase up to 5 additional days
- Group Personal Pension with employer contribution
- Bonus scheme (up to 25% of salary, based on business performance and not guaranteed)
- Company car and private healthcare

If you believe you can take on the challenge, we very much want to hear from you!  
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