

Marketing Manager, Thorn UK & Ireland, Permanent

Salary dependent on experience, + performance related bonus + car allowance + stakeholder pension scheme

Thorn is a globally trusted supplier of outdoor and indoor luminaires and integrated controls both here in the UK & Ireland and around the world.

Although Thorn is already the market leader in the UK, we have ambitious growth plans and have managed to outperform the market over the past year. As well as having a substantial range of products covering the specification, wholesale and outdoor markets, we have a comprehensive LED portfolio, a strong systems and controls offer and have recently launched a new turnkey service, Thorn Energy Solutions.

The Marketing Manager's role will be the power house of the marketing department, managing a team of Field Marketing Managers, and driving business growth through pricing and product management.

The role includes:

- Managing a team of field marketing managers to ensure delivery of product & channel plans
- Manage and drive the product mix
- Manage the pricing process
- Work with product management teams to ensure products are delivered to market on time
- Work with customers to identify opportunities for increased business

You will need to have a real eye for detail and a head for figures as this is a very commercial marketing role. You will be driven and energetic, converting strategy into actions, a strong ability to get things done is a must as this is a hands-on role.

A marketer with either academic or professional marketing qualifications, you will be commercially minded and able to spot opportunities both large and small for our business.

You will need to demonstrate successful pricing and product management skills, as well as a good track record of managing people and working across teams. Interpersonal skills will be a critical success factor for the successful candidate.

Ideally you will have experience in lighting, but we would consider a candidate working in a closely related industry. The role will be based at Thorn's UK Headquarters in Spennymoor, County Durham, with travel in the UK & Ireland and across our group expected.

To apply, please send your CV to Ruth Newton, by 28 February 2012.

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