



# **Product Manager.**

**For Ouman OEM White Label products**

**OUMAN**

Saving energy, Creating comfort



## Product Manager for Ouman White Label products

Ouman AB specializes in building automation, energy-saving services, and custom HVAC controls for the OEM market. Our clientele includes regulatory contractors, property owners, condominium associations, and OEM manufacturers in the heating, cooling, and ventilation (HVAC) sectors. Our business philosophy centers on developing and manufacturing intelligent, user-friendly products. We aim to fully comprehend our customers' needs to provide comprehensive financial solutions tailored to those needs. On behalf of our customers, we design and produce high-quality, technologically advanced temperature regulators and control systems. These systems cater to a variety of applications, including sauna units, water-based and electric floor heating, ventilation, heat recovery units, district heating centers, and heat pumps. Ouman boasts an extensive product lineup, offering solutions for all heating and ventilation requirements.

Ouman Group is part of Ernströmgruppen. As of now, it employs 292 individuals and reports a turnover of SEK 450 million. The company operates five offices across Finland, along with one in Gothenburg and another in Tallinn. Additionally, Ouman maintains two manufacturing facilities located in Kuressaare, Estonia, and Kempele, Finland. For more information, visit [www.oumangroup.com](http://www.oumangroup.com).

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We are seeking a Product Manager to oversee our range of white-label products for the OEM market. Currently, our product lineup includes electronic thermostats for electrical and hydronic floor heating, user interfaces for air handling units and heat pumps, among others.

A Product Manager at Ouman bears comprehensive responsibility for a product portfolio, catering to all customers throughout the entire product lifecycle. This role is focused on **generating customer value** by ensuring the products' functional and technical specifications meet customer requirements and maintain competitiveness. Additionally, the Product Manager is tasked with ensuring the profitability of the product line, aiming to maximize the overall profitability of all products across all customer segments for the Ouman Group.



The main responsibilities include:

### **1. Product Portfolio Strategy and Planning**

- > Develop and maintain a Product Plan for all portfolio products, informed by market research to understand market and customer needs, competition, and our market position.
- > Create and update clear Product Descriptions/Sheets for every product in the portfolio.

### **2. Lifecycle Management**

- > Monitor market performance of the portfolio products, making decisions on updates, enhancements, or discontinuation based on market demand and business priorities, in collaboration with Sales and Key Account Managers (KAMs).
- > Generate monthly performance reports comparing Product Portfolio performance against budget/plan and previous years.

### **3. Product Development**

- > Collaborate with engineering and design teams to drive product development, establishing product requirements and ensuring adherence to quality standards.
- > Support product launches by coordinating with marketing, sales, and customer support teams for a successful launch. Post-launch, collect and utilize customer feedback for product improvement.
- > **Communication and Stakeholder Management**  
Serve as the primary contact for the product portfolio within Ouman, liaising with stakeholders across the company regarding product updates, challenges, and successes. Ensure effective collaboration with sales, marketing, customer support, and engineering to achieve market success.



## Requirements:

- > Preferred experience as a Product Manager or in sales within electronic products.
- > Ideal candidates may have experience in a floor heating company or with other HVAC products.
- > Fluency in English.
- > Technical experience is required.

## What We Offer:

- > A position based at Ouman in Sweden, with collaboration with colleagues in Finland and Estonia across sales, R&D, and production, which will require travel.
- > Responsibility for a product range and the opportunity to drive the development of new products needed by the market.
- > Reporting to the Managing Director in Sweden.
- > This role is a fantastic opportunity for individuals looking to impact product strategy and development within a dynamic and innovative company.

For further information please contact Craig Schlebusch at our recruitment partner Excellium at +46 (0) 79 307 37 73 or [craig.schlebusch@excellium.se](mailto:craig.schlebusch@excellium.se)

