

WE'RE HIRING!

SENIOR EXECUTIVES - PRODUCT DEVELOPMENT

Responsibilities:

- Analyzing data and insights to determine industry based on market trends, sales performance, customer feedback and develop the product category performance.
- Analyze the market price of the product, set a competitive selling price, and calculate the Gross Profit (GP).
- Ensure that the products meet high-quality standards and maintain High conversion Rate and Improve on sales Numbers.
- Ensure product availability and Make forecasts for product demand to ensure the sustainability of Inventory and work closely with Procurement and Stores Department.
- Prioritize more on onboarding VAT registered suppliers, direct importers, and manufacturers to access products at competitive rates and reduce intermediary costs.
- Negotiating with vendors helps in obtaining the best deals, pricing, and terms.
- Being able to identify and address issues promptly, such as supply chain disruptions or quality problems, is critical in maintaining seamless operations.

Requirements:

- Bachelor's degree in a relevant field such as business, marketing.
- Substantial experience in product management and development, with a track record of success in bringing products to market.
- Strong analytical skills to assess market trends, competitive landscapes, and customer needs.
- Excellent communication skills to effectively convey ideas and plans to cross-functional teams, executives, and stakeholders.
- Leadership skills to inspire and lead teams towards common goals.
- Strong problem-solving skills to address challenges that arise during product development and management.

Please mention the position you apply in the subject line of the mail



Apply via careers@kapruka.com or
call 071 4481481 for more info

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