



## Product Managers – Accessory and Residential Segment

Denmark

**Job reference:**DK02435

Do you want to impact the rapid growth of Danfoss Solar Inverters? And are you ready to take both commercial and technical responsibility for a designated product portfolio for the solar energy market? Then we might have just the right job for you at Danfoss Solar Inverters in Sonderborg. As Product Manager you will have a unique opportunity to take part in the success story and leave your mark on your own product portfolio. At the moment, a team of 10 colleagues awaits you as we seek to fill in the position as soon as possible.

### Commercial and technical responsibility for a product portfolio

Your area of responsibility will be either accessory products for inverters or residential inverters throughout the product life cycle. An important objective is to ensure that the products in your portfolio meet our customers' needs and are compliant with the market requirements. You play a key role in ensuring the progress in product development projects, including the achievement of milestones all the way from project initiation to product launch. You will:

- ensure that our customers always find the products attractive
- specify/refine technical product requirements based on customer needs
- initiate, coordinate and ensure implementation of product changes
- prepare business cases for product development projects and product changes
- draft/execute market introduction plans for product launches
- provide input for product strategies

In either job you will enter a central position with contact to our customers, Sales Organisations, Product Development division, and the Supply Chain. You will report to the Senior Segment Manager.

### Product Management experience and vast amount of drive

Your background is an Engineering degree at minimum Bachelor's level topped with 3 years' experience from a similar position. As such you have solid experience from product management or technical sales and are able to swiftly grasp new customer needs, product technologies and applications. Possessing a vast amount of drive, you keep yourself posted on the needs of a highly dynamic market and communicate these in the organisation. You can act on matters without losing your footing – even when the tasks are many and simultaneous. You thrive on having a palette of many contacts, and you have the cross-functional understanding, personal impact and solid interpersonal skills to get your messages across. In addition, your language skills include English and preferably German at negotiation level.

### For further information about the position,

please contact Senior Segment Manager, Sune Søndergaard at +45 7488 1383 or Senior Segment Manager, Gina Dyrvig at +45 7488 7027.

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*The Danfoss Power Electronics division has three business units: Danfoss VLT® Drives, Danfoss Customised Power Electronics and Danfoss Solar Inverters. With supply chain, research and development centres in China, Denmark, United States and Germany, we develop, produce and market high quality energy-efficient power electronics solutions. Our solutions are used in many different applications, such*

*as pumps, electrical motors, conveyors and cranes. We are also among the world's leading developers of solar inverters.*

*Danfoss A/S is one of Denmark's largest industrial companies. We have an annual turnover of around DKK 22 billion, and have around 26,000 employees worldwide. We provide solutions within Climate and Energy, a sector we see as a major driving force in the future world economy. We show leadership in business through reliability, excellence and innovation. No matter where you find yourself at Danfoss, the customer is at the center. Our work reflects our corporate behavior; trustworthy, innovative, global, with respect for local cultures and constantly working towards sustainable results.*

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