



## Product Manager

Location: Lutterworth, LE17 4HB  
Issued: July 2019  
Salary: £35-45k

Build Test Solutions (BTS) is an exciting technology start-up who discover, develop and sell innovative building performance measurement technologies. We're targeting the fast growing global building energy efficiency sector, already worth some £110bn, with our fundamental mission being to make building performance measurement accessible, affordable and common place.

You will be joining a financially stable, investor backed organisation comprising a young and ambitious team with boundless energy. We seek to appoint a full-time permanent Product Manager who will own our innovative air permeability measurement products. Our company's future will rest on your shoulders, so you will be up for the challenge.

The products have been extensively trialled and validated and are currently advancing through a phase of design for manufacture. Arising from this exercise is the need for a Product/Business Development Manager to lead the introduction of our disruptive technologies into the market place. Crucially this will require putting in place a resilient supply chain and robust quality control mechanisms whilst also remaining totally customer focussed and commercially driven. You will be required to devise and deliver a sales and revenue strategy and will ultimately serve as the face of the product line to all internal and external stakeholders and customers.

You will be able to demonstrate at least a basic grounding in the scientific and engineering principals behind the products (fluid dynamics, air flow, pneumatic control and pressure sensing), combined with commercial acumen, an entrepreneurial mind set and some basic product manufacturing/NPI know-how and experience. Strong communication skills, pragmatism and clear vision and drive to deliver a world class product are all essential attributes.

The role is based in Lutterworth in the East Midlands, with product production currently taking place in Bromsgrove. Salary is 35-45k with considerable potential for growth and role development.

- > Communicate product vision from the highest level to development and implementation
- > Build and coordinate supply chains to ensure dependable product supply, high quality standards, value for money and resilience.
- > Devise and deliver on a sales and revenue strategy comprising product sales, equipment user training and equipment servicing and calibration.
- > Lead onward product development based on customer and market feedback

*Pulse is a disruptive technology, developed for measuring the air permeability of buildings to ensure they are both energy efficient but also adequately ventilated for optimal indoor air quality and occupant health. Alongside Pulse we have a proprietary leak checker diagnostic device and to lead the commercialisation of each of these products we seek a strong blend of technical, manufacturing and commercial skills. Energy, vision and enthusiasm is a must.*

If you are interested in a career with Build Test Solutions, please forward your CV and covering letter to [enquiries@buildtestsolutions.com](mailto:enquiries@buildtestsolutions.com)