



FOCUS-ON-YOU

FOCUS-ON empowers the market with robust solutions integrating smart control valves and high accuracy sensors coupled with powerful on-board diagnostics that convert device performance into information. This will enable the industry to optimize processes and build smart factories of the future while ensuring that process control is reliable and safe, thereby maximizing productivity and uptime.

FOCUS-ON is an agile organization built on the trusted groundwork of SAMSON and KROHNE, collaborating on cutting-edge technologies that bring together our decades of knowledge and experience in control and measurement of process media. With this, we envision to take a revolutionary leap in industry efforts towards 4.0 or IIoT (Industrial Internet of Things).

We are currently looking for creative, self-starting candidates to fill the position of:

Market Segment Manager

Your Profile

The Segment Market Manager is responsible to define and manage market strategies and activities that turn into profitable growth for assigned markets. Specifically, this role translates the market strategies into actionable market execution plans.

You will be accountable for the activities within assigned markets and deliver results within established strategies.

The four primary accountabilities include:

- Annual Earnings
 - Innovation
 - Growth
 - Capabilities/Talent Management
- **Personal:** multi-tasking, analysis, communication
 - **Education:** MBA preferred as this is a holistic and broad business role
 - **Experience:** 10 years' experience in commercial, and marketing in process industry

We would like you to embody our company values:

- Work hard, every day to justify our reputation as an instrumentation specialist
- Bringing our technology to its full potential through a collaborative process of continuous improvement
- Empowering people with reliable, high quality solutions
- Valuing a family culture and the responsibilities that come with it.

How to Apply

Send us your CV @ HR@fon-p.com

Your Responsibilities

- Identification of market and customer specific insights and translate into product solutions;
- Responsible for the management of application specific input to development of product portfolio;
- Guides monthly Integrated business process segment reviews and determines actions and interventions needed to deliver on plan;
- Maintain a database of key applications in specific market segments and related documents to support sales;
- Develops strategies for market segment in collaboration with key stakeholders;
- Make recommendations on initiatives via annual marketing plan (includes resource cost and expected results);
- Oversee the results from the overall market and recommends how we should adjust or reallocate resources;
- Establish pricing strategy and oversees variable margin improvement opportunities at an order, customer, market segment, application, and geographical level;
- Manages growth projects and activation plans based on market strategies;
- Networks and becomes an industry expert in assigned markets.