



Vacancy

Product Manager





Lovink Enertech designs, manufactures, and distributes high-quality cable accessories used in major electricity grids worldwide. Their new Product Manager will contribute to their growth strategy by enhancing the product portfolio, optimizing the product-market fit and broadening the customer base.

Requirements

- 5+ years' experience
- In a product management/product marketing/market research position
- Commercial mindset
- Analytical and structured
- Excellent communicator and presenter

 **Terborg**

 **Minimum of 5 years' experience**



About the company

Lovink EnerTech

Lovink EnerTech is a leading player in the electrical engineering industry (power distribution), and specializes in designing, manufacturing, and distributing high-quality cable accessories. Their solutions enable the development of an efficient and safe society by supplying reliable and innovative solutions for construction, by improving and maintaining medium voltage electricity networks worldwide.

The organization has enjoyed a rich history of innovation and excellence for more than a century. They continuously invest in research and development, and expand their portfolio to include future-ready products and solutions. Combining smart engineering and proven technology, they have invented some of the most innovative cable accessory solutions in the market. For example, Lovink EnerTech's cable accessories are designed for medium voltage power distribution to ensure long-lasting 'failure-free operation.' This is why they're the preferred choice for major, global energy-related projects. ▶

Lovink Enertech's mission is to ensure that everyone has access to a reliable electricity network as well as enable global societies to continue the important transition towards green energy. Their solutions are used in wind and solar energy projects. Thanks to their ability to effectively deal with fluctuations in load, these include Markbygden, the largest wind farm in Europe; Hollandia-Vloeivelden solar farm in The Netherlands; and Bungala Solar, the largest solar farm in Australia. Their liquid silicone cable accessories also support communities impacted by high water and flooding, such as Venice, Italy, and Madeira.

Headquartered in Terborg, The Netherlands, with a team of more than fifty professionals, from engineers and technicians to support staff, Lovink Enertech prides itself on offering excellent customer service. Their technical specialists offer tailored advice and guidance based on specific client needs. The company sees significant potential to grow as market demands continue to rise, and their ambitious goal is to triple revenue by 2028. ▶





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The Product Manager (PM) will be the driving force to position Lovink Enertech's new and existing products and services. They play a pivotal role in the company's ambitious growth strategy, conduct comprehensive market research to profile and identify new customers, develop regional go-to-market strategies, and support new, global product launches.

The current market allows room for both opportunities and challenges. The Product Manager will own product leadership and market intelligence, and provide valuable insights to leadership for informed decision-making and strategic planning. They will evaluate the potential of expanding Lovink Enertech's product range into new markets, while identifying opportunities to strengthen the market fit and drive further product and service innovation.

Collaboration is key in this role. The Product Manager will report directly to the CCO and cooperate daily with R&D and sales teams. Coordinating tasks and processes, they align a wide range of stakeholders from departments and regions and meet deadlines with high-quality deliverables. The PM will also have direct contact with customers, gathering feedback through surveys, interviews, and data collection to understand preferences and pain points, and offer recommendations based on customer needs. ▶



The Product Manager is an entrepreneurial communicator who can synthesize insights and lead cross-functional teams. They are energetic, analytical and commercial, with a keen eye for detail and know how to connect the business, its products and customers.

Lovink Enertech is an entrepreneurial, fast-growing organization. They offer a dynamic and international culture that values innovation and out-of-the-box thinking. This position is ideal for a Product Manager with a commercial mindset who is eager to make an impact on the global medium voltage power distribution infrastructure, contributing to a brighter, more sustainable future. n



Interested?

Lovink Enertech is working with Top of Minds to fill this vacancy. To express your interest, please contact Caithlyn Tschl at caithlyntschi@topofminds.com.

“Our ambition is to more than triple sales within the cable accessories portfolio over the next five years. Our success greatly depends on how we handle ‘product leadership’ and connect with our customers. The Product Manager will lead this journey, leveraging their expertise to enhance our portfolio, seize new market opportunities, and attract a broader customer base.”

Johan Peters Geessink,
CCO of Lovink Enertech